The
CHEMIST AND DRUGGIST

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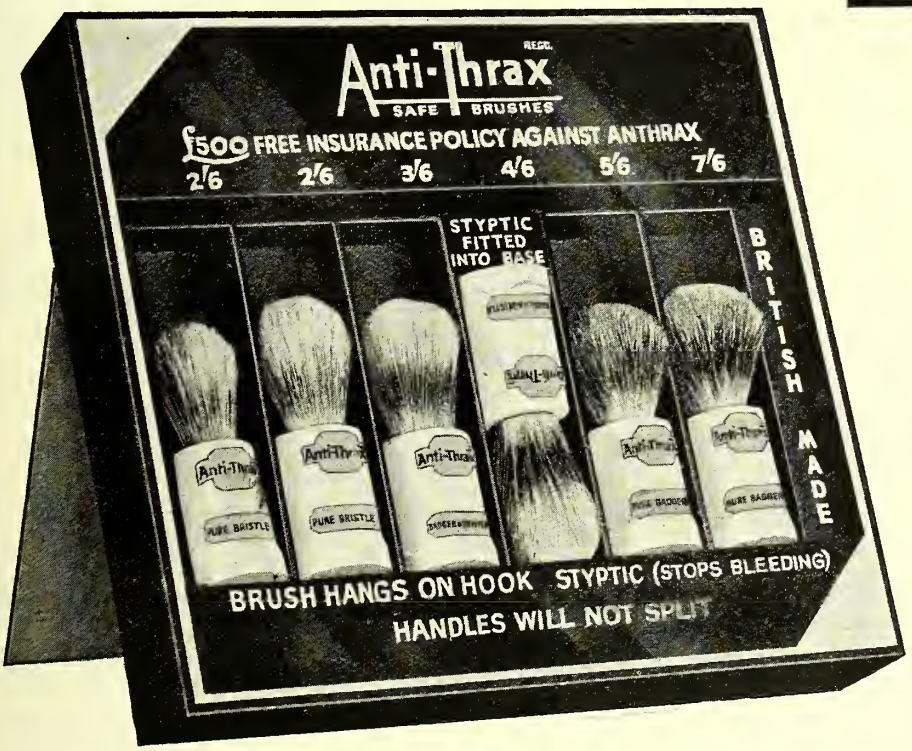

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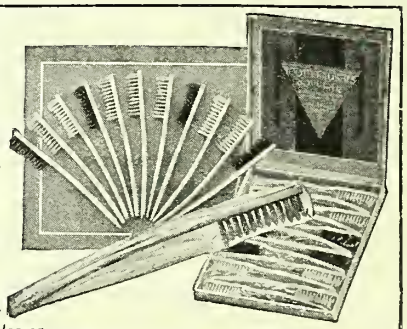
WHITE BONE or COLOURED HANDLES with BLEACHED, UNBLEACHED, or BLACK BRISTLES

PER 6/6 DOZ.



From your Wholesaler or

W. R. SPEER & SON, 215 DALSTON LANE, LONDON, E.8 (EST. 100 YEARS)

£10,000 on LALEEK ADVERTISING

by Adelaide Grey — BEAUTY SPECIALIST — BOND STREET

The demand for my Laleek Preparations grows every week—created by this national advertising campaign—write for details, display stands, and show material. My representative will call on you any time you wish.

ADELAIDE GREY 27 OLD BOND ST LONDON, W.1.

NUFIX NEW PACK!

1/- TUBE

(8/- dozen, usual bonus terms)

VISIT OUR STAND No. 3
CHEMISTS' EXHIBITION

Sole Makers, Walden & Co. (Nufix) Ltd., Nufix Works, London, N.W.9

CALVERT'S NEW 'AIRFLOW' FLASK

An Ideal Pack for Cruising & Holidays

- So convenient
- Cannot spill
- Simple to use
- Profitable to sell

This ingenious new container, recently introduced by Press and Radio advertising, makes Calvert's Tooth Powder, always the finest cleaner, now the most convenient to use.

Retail 1/- each.
List Price: 8/- per doz.
Your usual Wholesaler stocks it.

F. C. CALVERT & Co. Ltd. - Manchester, 11

Established 1880

H. E. STEVENSON & Co., Ltd.

10 Pancras Lane
Queen Victoria Street, London, E.C.4

SPECIAL OFFER

Orders for SYNTHETIC OTTOS of the value of £2 net sent Carriage Free to any part of the world, for cash with order, and we will include

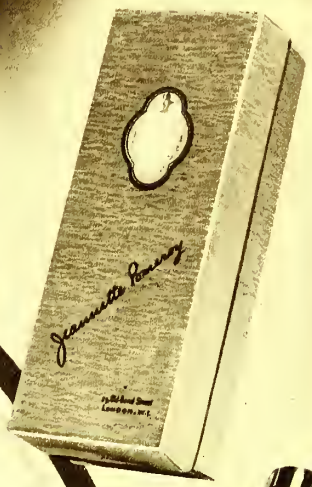
FREE OF CHARGE

One Ounce of our famous Synthetic
OTTO OF ROSE
(usually sold at 13/6 per ounce)

SUPERFINE
TOILET CREAMS
OF SUPREME DISTINCTION ARE
SPUN
Registered Trade Mark
PURE GENUINE **TURTLE OIL** AND **TURTLE OIL** CREAMS
PRICES UPON APPLICATION TO
ROBERT BLACKIE
TOWER BRIDGE ROAD
LONDON, S.E.1
Telephones: HOP 1013, HOP 2422, HOP 2423, HOP 2424
Telegrams: USHENSPUNA, LONDON
VANISHING, SKIN FOODS, TURTLE OIL, MASSAGE, ROUGE, CLEANSING, FOUNDATION, ETC., ETC., CREAMS.

1/-
2 QUICK SELLERS!
A SOUPLEX TOOTHBRUSH
in a neat container of mottled bakelite, handy for the traveller, hygienic for all.
SOUPLEX 3/6
THE SOUPLEX SENIOR SHAVING SET
A Souplex razor, brush, soap and blades in compact bakelite container. The lid makes a splendid shaving mug.
SOUPLEX LTD.——MORECAMBE

Wanie FOREIGN 9/-100
Wanie AUTO TYPE 9/-100
Wanie FOREIGN registered 8/-GROSS
WANIE
The Blade for Every Razor!
Send for Samples to Dept. C.D.
LONDON & PROVINCIAL FACTORS, LTD.
146 THEOBALDS ROAD, W.C.1
and at
16 WITHY GROVE, MANCHESTER
Enquiries from Irish Free State Invited.
Wholesalers are invited to apply for Trade Terms.
3/9 GROSS BRITISH BLADES
TIM
HAND HONED
THE FAMOUS TIM REG. RAZOR BLADE MADE IN ENGLAND



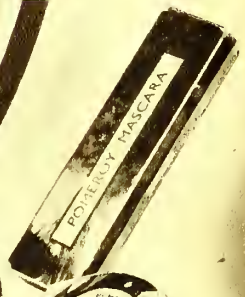
POMEROY
BONUS OFFER

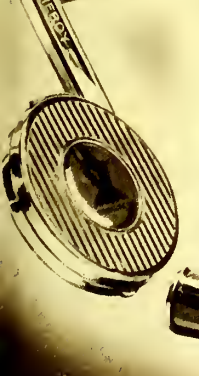
SEVEN for SIX until end of October

We are adding one jar of Skin Food to every order for six until the end of October. A supply of booklets and the display card shown below will also be included. This is a special offer for a limited period and orders must be placed early. The Bonus is contingent on a display.

Orders may be placed through your usual wholesaler or direct
WE ARE the ONLY manufacturers of the Original Pomeroy Skin Food

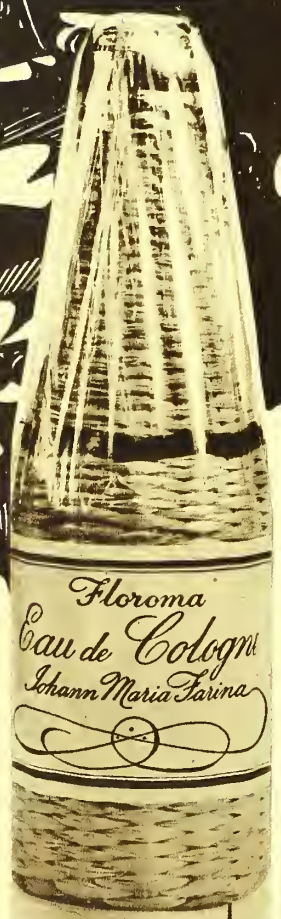
Mrs. POMEROY Ltd., 29 Old Bond Street, London





POMEROY *beauty products*

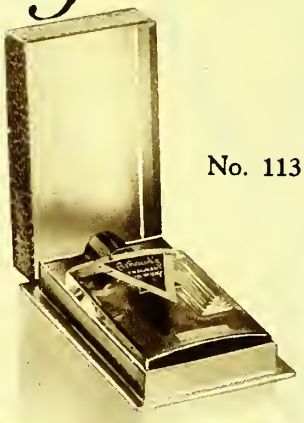
Arnaud's perfumery



No. 214
WICKERED
COLOGNE
½-pint 1/6 each

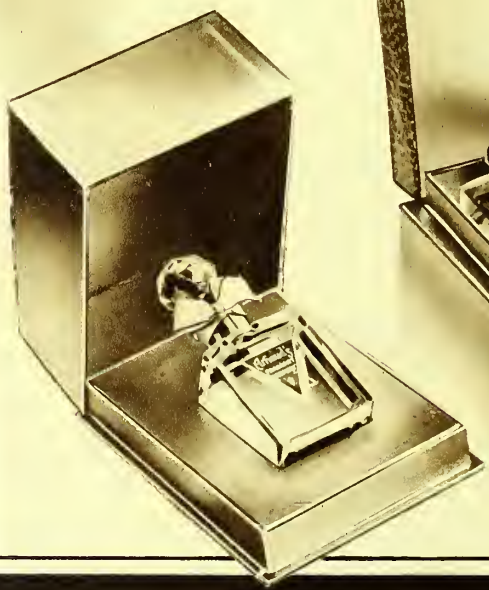
No. 316
HANDSOME
SHOW BOTTLE
½-pint 1/9 each

No. 111 16/- doz.



No. 113 7/6 doz

GOOD
QUALITY
PERFUME



No. 1
10/- doz.

No. 103
POLISHED CUT GLASS
BOTTLE IN HANDSOME
CASE 4/6 each

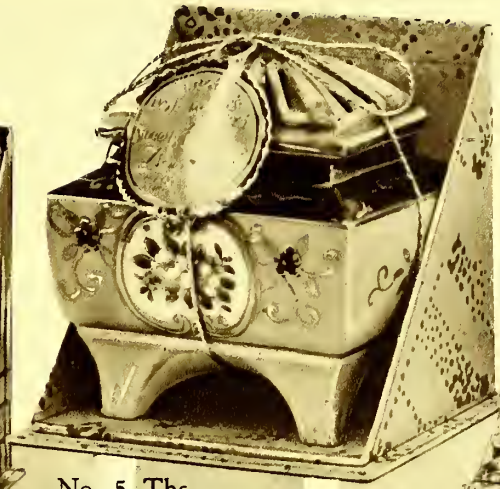
Phone Blackfriars 8734

Grams "HOREHOUND MANCHESTER"

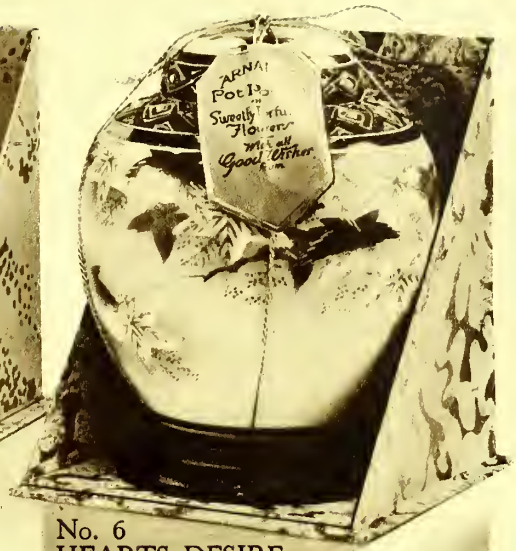
POTTER

77 DANTZIC STREET
MANCHESTER

No. 1 "KASHIMA
15/- doz.



No. 5 The
LOUIS CASKET
24/- doz.



No. 6
HEARTS DESIRE
36/- doz.

POT POURRI

No. 4
JAPANESE JEWEL
13/- doz.

No. 11
THE PEKING JAR
42/- doz.

No. 25
CHINESE SEAGRASS BASKET
27/- doz.

CLARKE L^TD
66 Artillery Lane, LONDON, E.1

Phone
Bishopsgate 4761
(5 lines)

Grams
"HOREHOUND
PHONE, LONDON"

1936
Jean
Men's Toiletries by Bayley
B.130 Bayley's Mens' Set selling at 3/9
B.119 Bayley's Mens' Set selling at ... 2/6
B.123 Bayley's Mens' Set selling at 3/9
J.R.37 Ravon Flower Perfumes selling at 4/6
J.R.35 Ravon Flower Perfumes selling at ...1/9
J.R.30 Ravon Cologne selling at 2/6
J.R.13 The New Vashti Perfume selling at ... ...
J.R.12 The new Ravon Vashti Perfume, selling at 1/6
RAVON
PIESSE
Telephone: BROUGHTON 1008
Telegrams: PERFUMERY, MANCHESTE

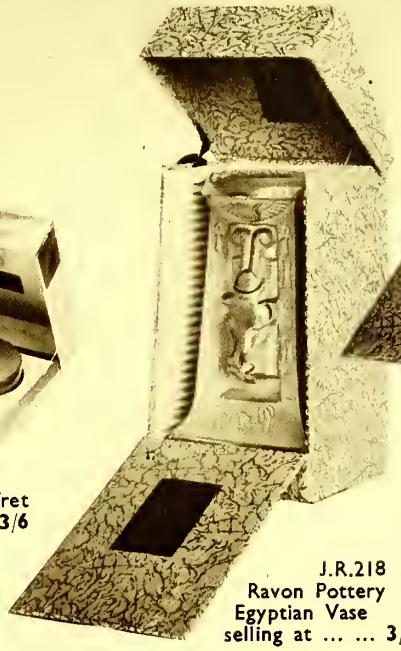
Ravon

PERFUMERY

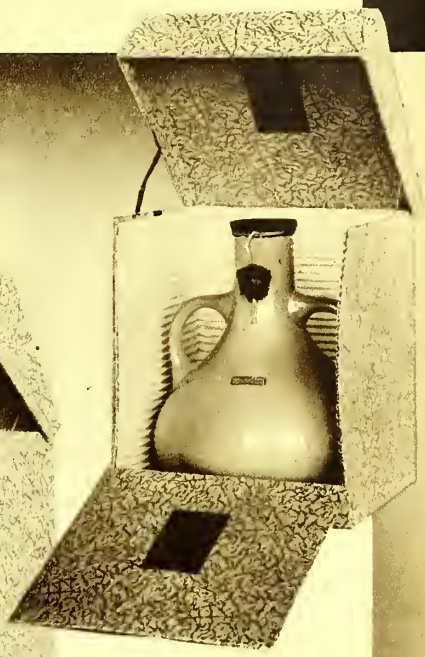
Bayley Decanter
aining Gardenia Bath
er, selling at ... 3/6

J.R.145 Ravon
Manicure Set
selling at 2/6

J.R.148 Ravon Coffret
selling at 3/6



J.R.218
Ravon Pottery
Egyptian Vase
selling at 3/6



J.R.219 Ravon Pottery
Two handled vase.
selling at 5/-

ghly attractive -
Popular prices -
yielding
45%
PROFIT
or the Chemist

J.R.150 Ravon Coffret
selling at 4/-

J.R.151 Ravon Coffret
selling at 4/-

J.R.152
Ravon Coffret
selling at ... 6/6

& LUBIN LTD

KERSAL VALE. MANCHESTER. 7.

London Showrooms: NORWICH HOUSE, Southampton St., High Holborn W.C.1

C&D

A45
A62
A39
A19
A51
A16
A11
A54
FOR LADIES

36 FOR MEN

Christmas Coffrets

A representative selection of our 1936 Christmas Coffrets is here illustrated.

The full range of nearly 100 sets will be on display at our Stand Nos. 107, 108, 109, 131 and 132 at the forthcoming Chemists' Exhibition where we shall have pleasure in welcoming our friends.

We have every reason to believe that the artistic presentation and sterling value of these coffrets will ensure their eager acceptance by the public.

No. A11 = 1/6½ each.	No. A45 = 3/11 each.	No. A71 = 2/9 each.
No. A16 = 1/11 ,,	No. A51 = 5/- ,,	No. A73 = 3/9 ,,
No. A19 = 2/6 ,,	No. A54 = 5/9 ,,	No. A76 = 4/9 ,,
No. A39 = 3/9 ,,	No. A62 = 10/6 ,,	No. A84 = 10/6 ,,

POTTER & MOORE LTD.

LAVENDER HOUSE, LONDON, E.8

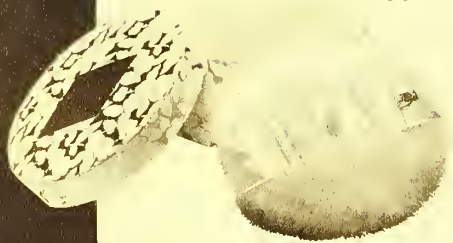
THE HOUSE OF QUALITY ESTABLISHED 1749

"NERISSA"

Swansdown POWDER PUFFS

Selected for exclusive sale on R.M.S. "QUEEN MARY"

The whole series most delightfully presented in Silver and White Boxes



P.66T. Bath Puffs. Each in silver and white box with transparent cover under lid.

Fancy Puffs, with modern floral mounts. Each in attractive box, as illustrated.

P.52T. Another type of Bowl Puff. Available in many colours.

This attractive Showstand will make a fine centre-piece for your windows. Offered FREE with orders of reasonable value.

P.1168T. Modern chromium-plated telescopic Back Puff.

P.1501T. A smaller Presentation Set, containing Handkerchief and Bowl Puff.

P.1505T. Presentation Gift Set—a de luxe outfit most suitable for a Xmas present.

FULLY ILLUSTRATED PRICE LIST ON REQUEST

SOLPORT

BROTHERS LIMITED

184-192 Goswell Road, London, E.C.1.

'Phone : Clerkenwell 9211 (3 lines)

OBTAINABLE THROUGH ALL LEADING WHOLESALERS

C&D

The Ideal Xmas Gifts

"ESCALE" REGD.
PERFUME SPRAYS

Always in stock a large and varied range of FIZZ and SUPER FIZZ Sprays and TOILET SETS at prices from 5/11 to 5 guineas

Special model for BRILLIANTINE, 5/6 retail

"MARQUISE"
POWDER PUFFS

We manufacture in England
POWDER PUFFS of every description
COMB CASES TOBACCO POUCHES
HOT WATER BOTTLE CASES
DEPILATORY BAGS SOIREE BAGS
VANITY CASES

Price Lists and Samples for Home and Export Markets from

MARCEL FRANCK & CO. (London) LTD.

LA HOUPPE LIMITED,

BILTON ROAD, PERIVALE, GREENFORD, Middx.

PERIVALE 2241 (3 lines)

SAVILLE'S GIFT LINES WILL B

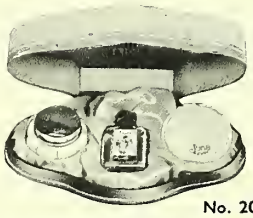
ALWAYS *the* 'BEST SELLERS' *in their* CLA

No 208

No. 207

No. 202

No. 204



No. 200

June

COFFRETS FOR 1936

ARE MORE DESIRABLE THAN EVER. 15 DIFFER IT MODELS—SILK-LINED CASES OF NEW "MODER" DESIGN AT PRICES WHICH CHALLENGE COMPARIS N

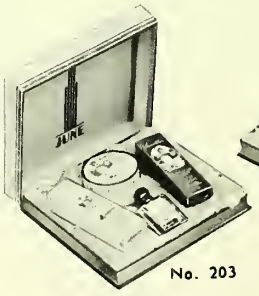
P R I C E L I S T :-

No.	Retail	Per doz.	No.	Retail	Pe oz
200	3/3	26/-	208	5/-	
201	3/6	28/-	209	3/9	
202	2/3	18/-	210	3/-	
203	2/9	22/-	211	2/3	
204	3/-	24/-	212	2/6	
205	2/6	20/-	213	4/-	
206	3/6	28/-	214	2/9	
207	2/3	18/-	81	1/6	

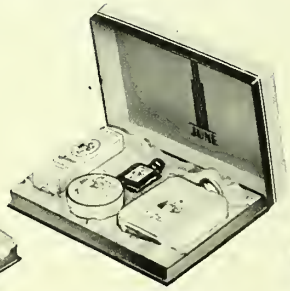
WRITE FOR FULLY ILLUSTRATED CATALOGUE TO

SAVILLE PERFUMERY LTD., WATFORD, HER S

No. 210



No. 203



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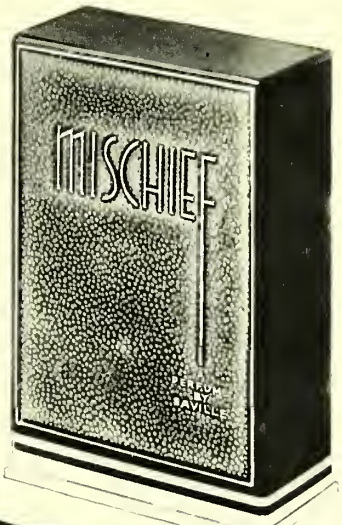
No. 201

BIG DEMAND THIS XMAS

ND NOW . . .

MISCHIEF



he fascinating, intriguing perfume ich has created sales-history by its ift rise to public favour. Never before a new perfume achieved such instant d overwhelming success, never before ve you been offered a line so infallibly ofitable to you.

R I C E S :—

etail	1/3	Per doz.	10/-
,,	3/-	,,	24/-
,,	5/6	,,	44/-
,,	12/6	,,	100/-

make MISCHIEF

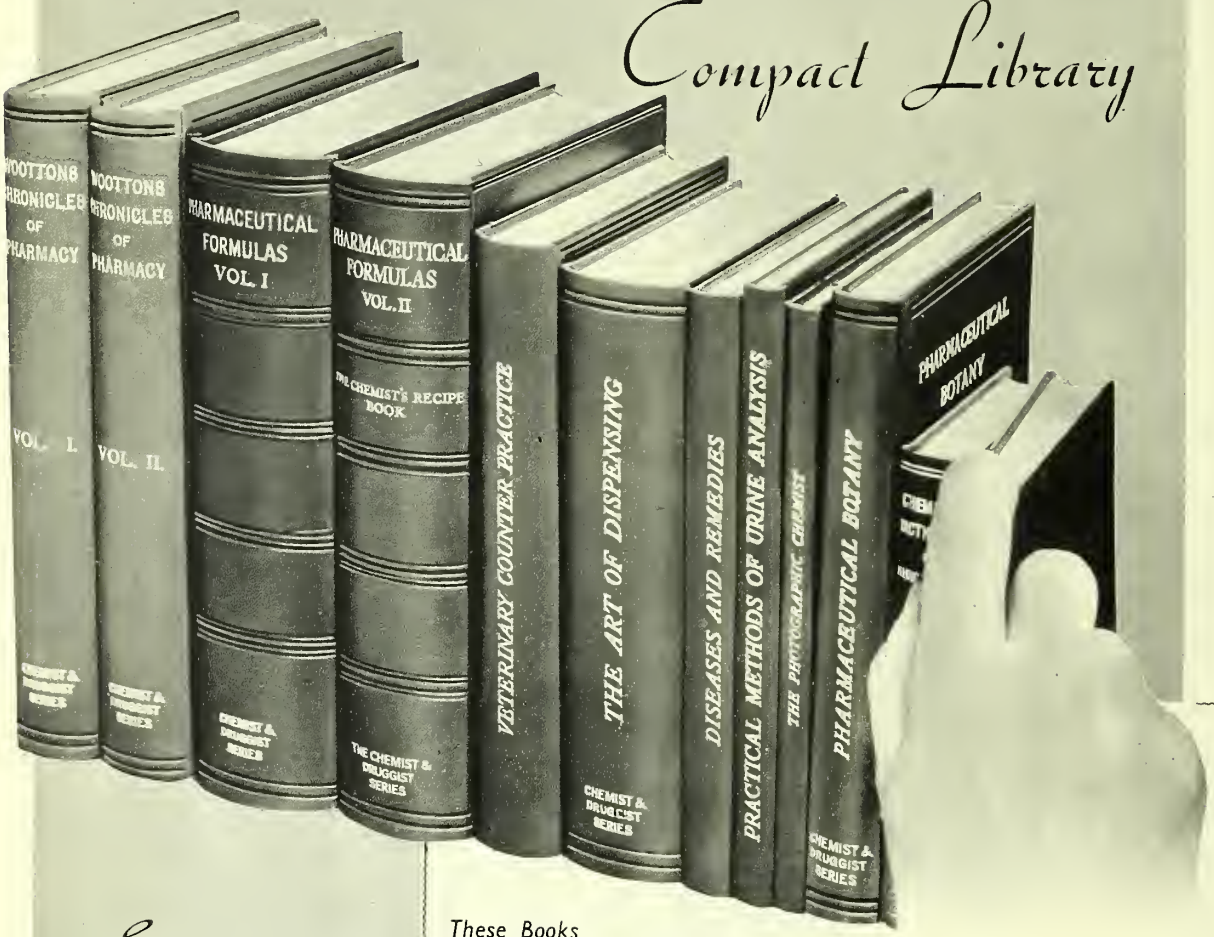
The Central Feature

OF YOUR

Xmas Window

AVILLE PERFUMERY LIMITED, WATFORD, HERTS

The Chemist's Compact Library



Every Book by an Expert

Can be ordered direct or through your usual wholesaler

These Books have been specially written for you !

		By Post			By Post
Pharmaceutical Formulas, Vol. I ...	15/-	15/6	Diseases and Remedies	7/6	7/10
Pharmaceutical Formulas, Vol. II ...	15/-	15/6	Urine Analysis	4/-	4/3
Pharmaceutical Botany	5/-	5/4	Wootton's Chronicles of Pharmacy ...	10/6	11/-
Dictionary of Medical Terms	3/6	3/8	The Photographic Chemist	3/6	3/8
Provincial Hospital Phamacopœias ...	3/-	3/2	A Handbook to Pharmacy	5/-	5/4
'C. & D.' Stocktaking Pad	2/6	2/6	'C. & D.' Price List Formulary ...	2/6	2/6

'C. & D.' Poisons Guide, price 3/6. 3/9 post free

VETERINARY COUNTER PRACTICE
ART OF DISPENSING

New Editions of these works are now in hand. Date of publication will be announced shortly.

Order from THE PUBLISHER

THE

CHEMIST AND DRUGGIST

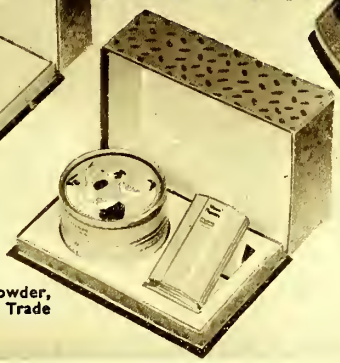
28 ESSEX STREET, LONDON, W.C.2

Christmas Coffrets

No. 307. Face Powder, Vanishing Cream, Perfume. 6/3 each. Trade 54/- per doz.

No. 308. Solid Brilliantine, Talcum. 2/9 each. Trade 23/9 per doz.

three flowers



No. 305. Face Powder, Perfume. 5/- each. Trade 43/3 per doz.

No. 306. Face Powder, Vanishing Cream, Talcum. 4/9 each. Trade 41/- per doz.

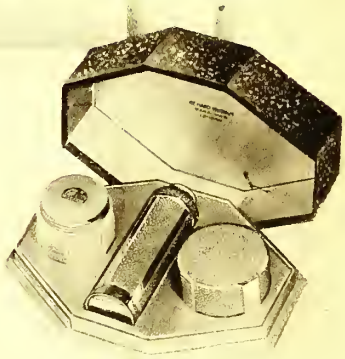
No. 300. Face Powder, Vanishing Cream. 3/3 each. Trade 28/- per doz.

Gifts of Quality and Distinctive Design by

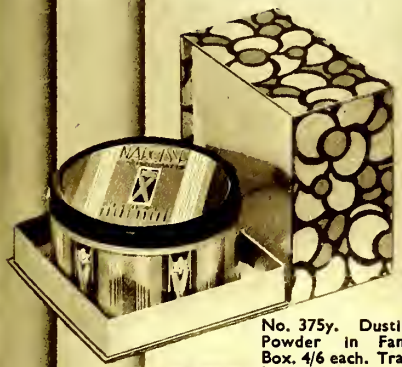
RICHARD HUDNUT LTD.

302 Grays Inn Road,
LONDON, W.C.1.

TELEPHONE : TERMINUS 3166
TELEGRAMS : HUDNUT, KINCROSS, LONDON



No. 486. Face Powder, Vanishing Cream, Talcum 5/3 each Trade 45/3 per doz.



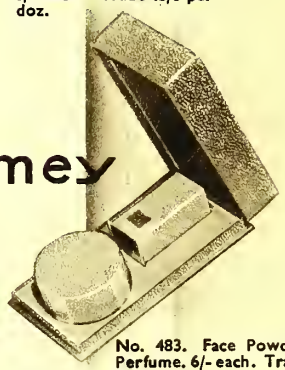
No. 375y. Dusting Powder in Fancy Box. 4/6 each. Trade 39/- per doz.

NARCISSE

No. 476. Face Powder, Perfume, Talcum. 6/- each. Trade 52/- per doz.

Gemey

No. 487. Face Powder, Cucumber Lotion. 5/6 each. Trade 47/6 per doz.



No. 483. Face Powder, Perfume. 6/- each. Trade 52/- per doz.

These beautiful Coffrets are priced at value for Coffrets only. No charge for Boxes.

Exclusive Glassware

We are designers and makers of high quality glassware for perfumery. Beautiful creations in clear brilliant glass. Furnished with moulded caps or glass stoppers in a variety of effects . . . . .

WOOD BROS GLASS Co

BARNSLEY LIMITED ESTABLISHED 1828 **ENGLAND**

THE SUREST SELLERS OF ALL
Vinolia Christmas Caskets are sure sellers, because they are so attractive in appearance, so colourful, and so rich in display value. And because the name Vinolia is recognised by everyone as a guarantee of quality. If you wish to show a record Christmas gift turnover this year and to make the brightest possible display of gifts—concentrate on Vinolia. Write for the Price List.
VINOLIA Co., Ltd., BEBINGTON, CHESHIRE.
VINOLIA SOAP
VINOLIA TALCUM
VINOLIA
Vinolia
ONE GENUINE AND 6 VINOLIA SOAP GOLF BALLS

UGB STOCK GLASS BOTTLES AND OPAL POTS

Present your product ATTRACTIVELY...

U.G.B. Stock designs are unequalled for their purpose, being "the stock line with the proprietary appearance."

A few of these are Illustrated below, there being a wide selection of stock containers for your needs.

U.G.B. expert designers also specialise in creating Proprietary packages complete with various types of Screw mouth closures.

Screw caps and glass containers, both manufactured by U.G.B., ensure perfect fitting.

Manufactured by UNITED GLASS BOTTLE MANUFACTURERS · LIMITED

The Largest Manufacturers of Glass Bottles in Europe

40-43 Norfolk St., Strand, London, W.C.2

Telephone: TEMple Bar 6680 (10 lines)

Telegrams: "Unglaboman, Estrand, London"

The HANDIEST SERVICE *for* BUSY DISPENSERS

UGB

THE STANDARD MEDICAL BOTTLE for DISPENSING

The U.G.B. Washed and Sterilized Dispensing Bottle Service has stood the test of years and still remains the best value and most labour-saving for dispensers.

Every bottle, whether cork mouth or for screw cap, passes through boiling distilled water, then dried with super-heated filtered air.

Packed in Sealed Non-Returnable Standardized Fibre Cartons in the following quantities only:

1 oz.	Packed	2 gross	per case.
2 oz.	,,	1½ ,,	,,
3 oz.	,,	1 ,,	,,
4 oz.	,,	1 ,,	,,
6 oz.	,,	6 dozen	,,
8 oz.	,,	6 ,,	,,
10 oz.	,,	4 ,,	,,
12 oz.	,,	4 ,,	,,
16 oz.	,,	4 ,,	,,
20 oz.	,,	3 ,,	,,

IMPROVED SERVICE All screw caps are now fitted with RESISTOL-faced liners

UNITED GLASS BOTTLE MANUFACTURERS LIMITED

The Largest Manufacturers of Glass Bottles in Europe

40/43 NORFOLK ST., STRAND, LONDON, W.C.2

Telephone: TEMple Bar 6680 (10 lines)
Telegrams: "Unglobomen, Estrand, London."

3 Hot

A 'Super-Seller' AT Christmas

The "**Leyland Super**" Hot Water Bottle is a real "heavy-weight" seller at Christmas. Its de-luxe design and construction immediately commend it as an attractive gift, while the double thick rubber of which it is made bespeak of it as a present of exceptional utility and durability. Has detachable handle, easy-fill neck, and leak-proof stopper. Boxed singly in presentation boxes. Fixed retail price 4/6.

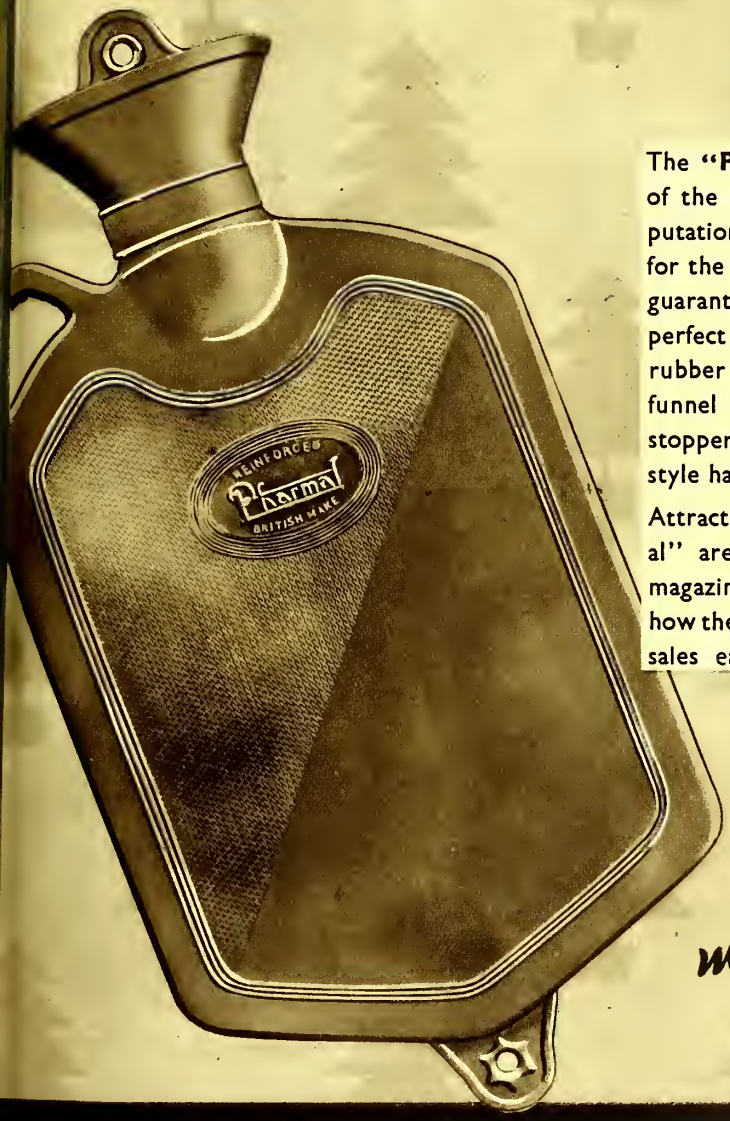
The "**Pharmal**" **Nursery** Bottle Is another bottle that enjoys exceptional sales in the "present" season. Engraved both sides with Nursery Rhyme figures. Supplied in various colours—plain or variegated. Reinforced inside with ribs of rubber. Fixed retail price 2/-.

A masterpiece in minatur

LEYLAND AND Pharma

"Leyland" and "Pharmal" Bottles are supplied only through Wholesale Houses.

ELLERS FOR CHRISTMAS TRADE



The **"Pharmal"** is the "standard" bottle of the trio. Has enjoyed an enviable reputation as a reliable and consistent seller for the last seven years. Backed by a full guarantee, it is the nearest approach to the perfect bottle yet produced. Has ribs of rubber inside for greater strength, wide funnel neck for easy filling, leak-proof stopper for safety, and a convenient new style handle. Fixed retail price 2/11.

Attractive advertisements for the "Pharmal" are appearing in the leading ladies' magazines. Look for them, and realise how these advertisements make "Pharmal" sales easy—both now and at Christmas.

You sell far more with the Pharmal

HOT WATER BOTTLES

THE LEYLAND AND BIRMINGHAM RUBBER Co., LTD., LEYLAND, LANCS.

OUR BOTTLES ARE PLEASING EXAMPLES OF MODERN CRAFTSMANSHIP

LAX and SHAW LTD

ASK US TO QUOTE YOU

ATTRACTIVE CONTAINERS OF SPARKLING FINISH FOR EVERY PURPOSE

Mr Buyer—here's your Paradise!

SPEND A DAY
OF BUSINESS AND
PLEASURE
AT THE FAIR

OPENS ON
TUESDAY
3 O'CLOCK

DAILY
11 a.m.
to
10 p.m.

The Fair will be a big opportunity for every progressive man and woman in the pharmaceutical and beauty trades. . . . You will find scores of products and worthwhile ideas to interest you. Avenue after avenue of inviting displays . . . Fittings, "gadgets," brilliant new packs and striking novelties. Never has there been so much to see and learn displayed under one roof.

Whatever else you intend doing during the next ten days, you MUST visit the Fair.

HAIR & BEAUTY FAIR

OLYMPIA SEPT. 22 - OCT. 1
(Empire Hall)

The United Drug Company Ltd. believes in artistic and sales-pulling showcards to assist the sales of

Rexall

products

by their Chemist Agents, who must all be registered chemists. Here are two recent examples in colours.

Enquiries from districts not covered by a Rexall Agency will receive every attention.

UNITED DRUG COMPANY LTD. NOTTINGHAM

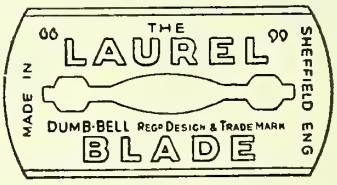
SHAVE WITH A "LAUREL"

"LAUREL PENNY BLADES—ALL TYPES"

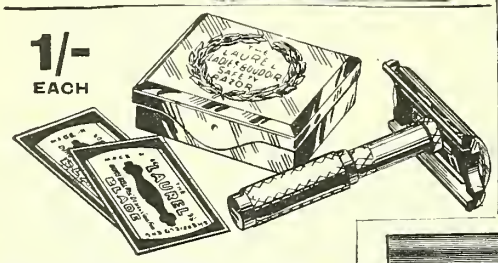
MADE IN SHEFFIELD, ENGLAND

"LAUREL"
LADIES' BOUDOIR SAFETY RAZORS
(NICKEL PLATED)
6d.
EACH

PENNY BLADES
FOR YOUR RAZOR PACKET OF SIX BLADES FOR 6d.

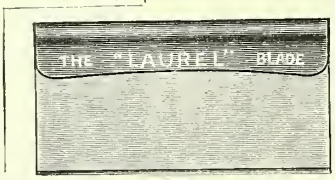


1/-
EACH



FITS ALL 3-PEG HOLDERS

THE "LAUREL" LADIES' GOLD PLATED BOUDOIR SAFETY RAZOR
COMPLETE WITH TWO BLADES AS ILLUSTRATED



GEO. H. LAWRENCE LTD. LAUREL WORKS, SHEFFIELD, 25571

CHANGE OF ADDRESS

On and after September 21st, 1936, the Headquarters Offices and Showrooms of

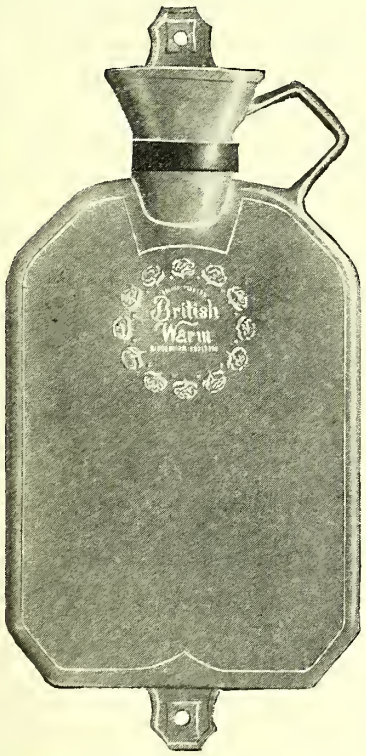
The National Cash Register Company, Ltd.

will be at

206-216 MARYLEBONE ROAD LONDON, N.W.1

Telephone:
Paddington 7070 (15 lines)

Telegrams:
"Nacareco, Norwest, London"



"BRITISH WARM"

REINFORCED

ORIGINAL BRITISH RELIANCE **SEAMLESS H.W. BOTTLE**

A QUALITY PRODUCT TO STRENGTHEN YOUR GOODWILL — AND INCREASE YOUR PROFIT (56⅔% ON COST) 100% GUARANTEED

RETAIL 3/11 each **TRADE 2/6 each**

WRITE FOR A SAMPLE

OTHER MODELS RETAILING FROM 1/6 each to 7/6 each

From Your Usual Wholesaler or Direct—

RELIANCE RUBBER COMPANY, LTD.,
CREMORNE WORKS, LOTS RD., LONDON, S.W.10
Telephones: FLAXMAN 6200 and 4263

These Lines mean increased Trade!

Every need of your lady customers is met by Hosezene Products which show a good margin of profit and are attractively packed. Samples and further details of the lines illustrated, also Baby Pants, Nursing Aprons, Cotton Wool, etc., will be forwarded on request.

ALL BRITISH MADE

HOSEZENE STERILIZED ACCOUCHEMENT SET

meets a very definite need for a complete outfit of guaranteed first quality goods. Ask for particulars.

See our exhibit on

STAND No. 59 Chemists Exhibition

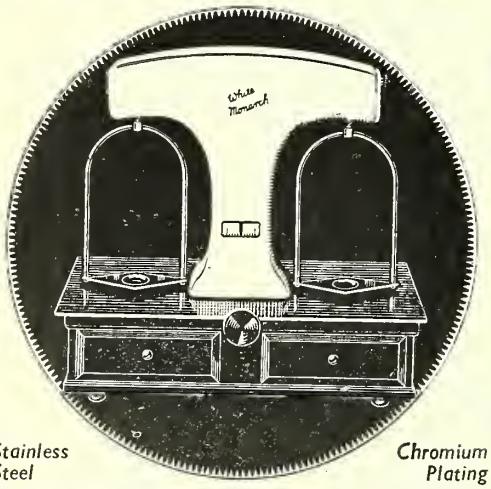
SANITARY HOSEZENE TOWELS

TRADE MARK

The HOSEZENE Co. Ltd. NOTTINGHAM

WHITE MONARCH

THE MODERN ENCLOSED DISPENSING BALANCE



Stainless Steel *Chromium Plating*

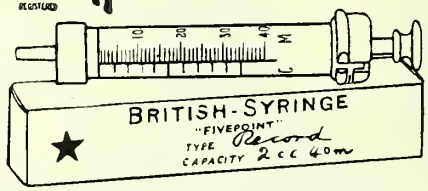
Entirely protected from dust and fumes by the white porcelain enamelled housing. Strongly made to withstand hard usage and yet retain its sensitivity

ASK YOUR SUNDRIES HOUSE TO SHOW YOU ONE

WILLIAM A. WEBB, Ltd.
4/5 Skinner Street, London, E.C.1

FIVEPOINT HYPO: SYRINGES & NEEDLES

BARRELS FROM ANNEALED GLASS OR PYREX GLASS



ESTABLISHED 1890. *FULL PARTICULARS ON APPLICATION*

GENERAL SURGICAL COMPANY LTD.
GENSURGO HOUSE, ROSEBERY AVENUE, LONDON, E.C.1

MENE

CREATES AN EVER-WIDENING CIRCLE OF CUSTOM

For generation after generation Mene has been a household word among women. By stocking these renowned Sanitary Towels you ensure a constant source of profit—and certain satisfaction.

Supplies are obtainable through all wholesale houses.

ROBINSON & SONS LTD., CHESTERFIELD AND LONDON.

JAEGER

KNITTED WOOL BELTS

3/11

Recommended by Doctors and Nurses.

See the JAEGER label on every belt

THE JAEGER CO LTD 95, MILTON ST, LONDON, E.C.2. TEL. NATIONAL 4646.

Obtainable at leading Chemists

Southalls

SANTOWELS

The "ORIGINAL" and most popular.
The "CELTEX" soluble, easily disposed of.
The "K" made entirely of absorbent cotton wool, with very soft cover.
The "COMPRESSED" for travelling. A very popular line.

SOUTHALLS (BIRMINGHAM) LTD.

THE NEW

EMERGENCY FINGER BANDAGE

1/- size cost **8/- doz.** 12 bandages

6d. size cost **4/- doz.** 5 bandages

On P.A.T.A. Samples and details from the sole manufacturers: GROUT & CO. LTD., 35 Wood St., LONDON, E.C.2

NORVELAST

WE GAVE YOU

BARTLETT'S

HAPPY-FEET BRAND

IODINE SOCKS

HAPPY-FEET BRAND

The Best 6D. Seller of all Iodine Socks

SALES over 2 MILLION

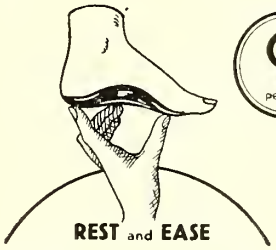
NOW . . .

WE GIVE YOU

(Bartlett's)

ARCH SUPPORT

IODINE & BORACIC INSOLES



9D per pair

REST and EASE for Tired Aching Feet

IODINE SOCKS **6d.** / ARCH SUPPORTS **9d.** — ALL SIZES 4/- DOZ. 6/- DOZ.

Ask your wholesaler.

He stocks and sells "Happy-Feet Brand"

BARTLETT DISTRIBUTING CO. LTD.
DIAMOND HOUSE
37 HATTON GARDEN
LONDON, E.C.1

IT WILL PAY YOU

to visit

STAND 127

at The Chemists' Exhibition, Royal Horticultural Hall

BROOKLAX *Brand*

The British Chocolate Laxative

1 A C.F. line.
2 Profits to the trade higher than on competitive goods.
3 Excellent value to the public.
4 Entirely British.
5 Nationally advertised.
6 Millions of free samples already distributed, and an even more extensive distribution will be made during the coming season.

Dr. I. BROOK *Brand*

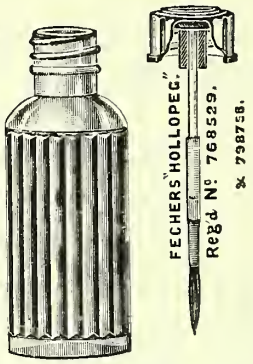
COMPOUND

Glauber Salts Tablets

1 A C.F. line.
2 $33\frac{1}{3}$% Discount to the Trade.
3 Compounded of 5 health-bringing ingredients.
4 Sold in bottles of 3 economical sizes at $7\frac{1}{2}$d., 1/3 and 2/6.
5 Backed by impressive Medical Press advertising.
6 Supported by intensive sampling to the Medical Profession.

WE NEVER LET CHEMISTS DOWN

WESTMINSTER LABORATORIES, LTD., 4-12 PALMER ST., LONDON, S.W.1



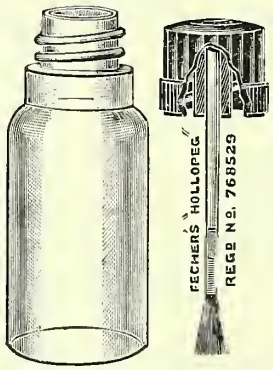
FECHER'S "HOLLOPEG"

WHITE

¼	½	1	2 oz.
2/-	2/6	3/-	3/9 doz.

Amber 3d. extra

No other fitting equals the "HOLLOPEG"



FECHER'S COLLODION-PROOF "HOLLOPEG"

ACTINIC GREEN

2	4 dr.
21/-	25/6 gr.

GLASS PEGS 1/6 gross less

FECHER'S "OILTITE" DROPPING BOTTLE

AMBER

¼	½	1	2 oz.
4/9	5/3	5/9	6/3 doz.

Specify "OILTITE," there are many imitations

FECHER'S "REGULATOR" DROPPING BOTTLE

AMBER

¼	½	1	2 oz.
4/-	4/3	5/-	6/- doz.

M. J. FECHER, LTD.
10 DOD STREET,
LIMEHOUSE, LONDON, E.14

True Success Story

HORLICK'S as a product has long stood right at the head of its class. You know that already. But Horlick's has done more than that. It has harnessed the forces of advertising and created a mighty selling machine which sends the Horlick's message surging across the country as regularly and irresistibly as the tides of the sea. Perhaps you think this last bit high-falutin? All right, then – we'll examine the facts in cold blood.

TAKE the Press campaigns for a start. They are the most important. It does not matter which national daily you happen to take — you're bound to know the clever drawings and dialogues telling the Horlick's story in dramatic real-life form. (Incidentally the "News of the World" and "The People" will both carry Horlick's advertising in future, increasing the advertisements published by many millions.) Then, of course, there are the magazines. . . .

Turn on your wireless. There's the Horlick's story again.

Then there is the cinema. Horlick's are now producing films in colour, riotously funny puppet cartoons, made by Georges Pal, world-famous in this new technique. You'll see them soon in your own cinema. Or just take a walk through your own town, and escape the Horlick's posters — if you can.

These are the more important facts about Horlick's advertising. Are you getting your full share of benefit? Are your stocks kept up and your windows and counter alive with display material to link you up with these nation-wide campaigns? Think it over.

Next year we anticipate a further increase in sales. Will you get your share of these profits?

FOR YOUR CUSTOMERS' COMFORT . . . .

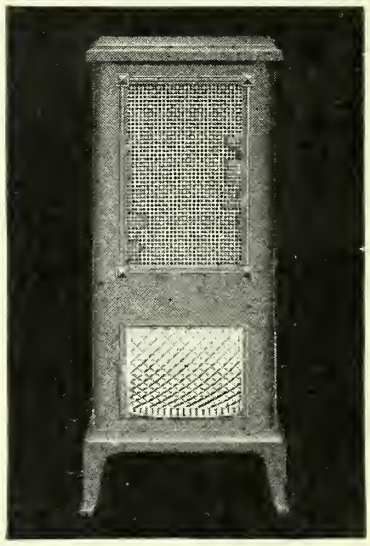
WRIGHT'S GAS RADIATORS

KEEP your premises pleasantly warm. An atmosphere of comfort puts your customer in the right frame of mind for buying and helps your staff to attend to business in a cheerful contented manner.

One of the outstanding features of Wright's Gas Radiators over all other methods of shop heating is that these radiators need no attention from the moment they are lighted. Each radiator functions as an independent unit, is easily installed and can be brought into or put out of commission in a few seconds.

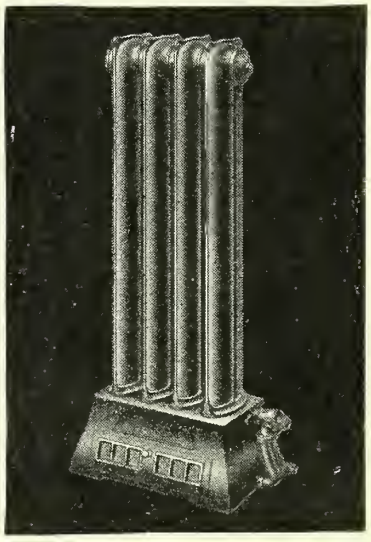
Progressive pharmacies all over the country have installed Wright's Gas Radiators.

Illustrated lists of Wright's Gas Radiators will be sent on request to "C.D." Dept.



The "CONSOLE"

The attractive lines of the "Console" together with the wide choice of colour finishes, make it the most suitable radiator for business premises. It is made in six sizes, giving a choice of three heights and two widths.



The "ST. VINCENT"

is one of the most popular of Wright's "Loop" type radiators. These are fitted with the 'Regulo' automatic control, maintaining an even temperature and ensuring that only a minimum of gas is used. Obtainable in various designs.

JOHN WRIGHT & CO., LTD., ESSEX WORKS, ASTON, BIRMINGHAM, 6

Radiation

An Introduction
PLEASE SEE OVERLEAF
FOR COMPLETE RANGE
AND PRICES
MERCOLIZED WAX
2/- & 3/6
FOR THE COMPLEXION
Mercolized wax
2/-
3/6
For the Complexion
Mercolized wax

MERCOLIZED WAX

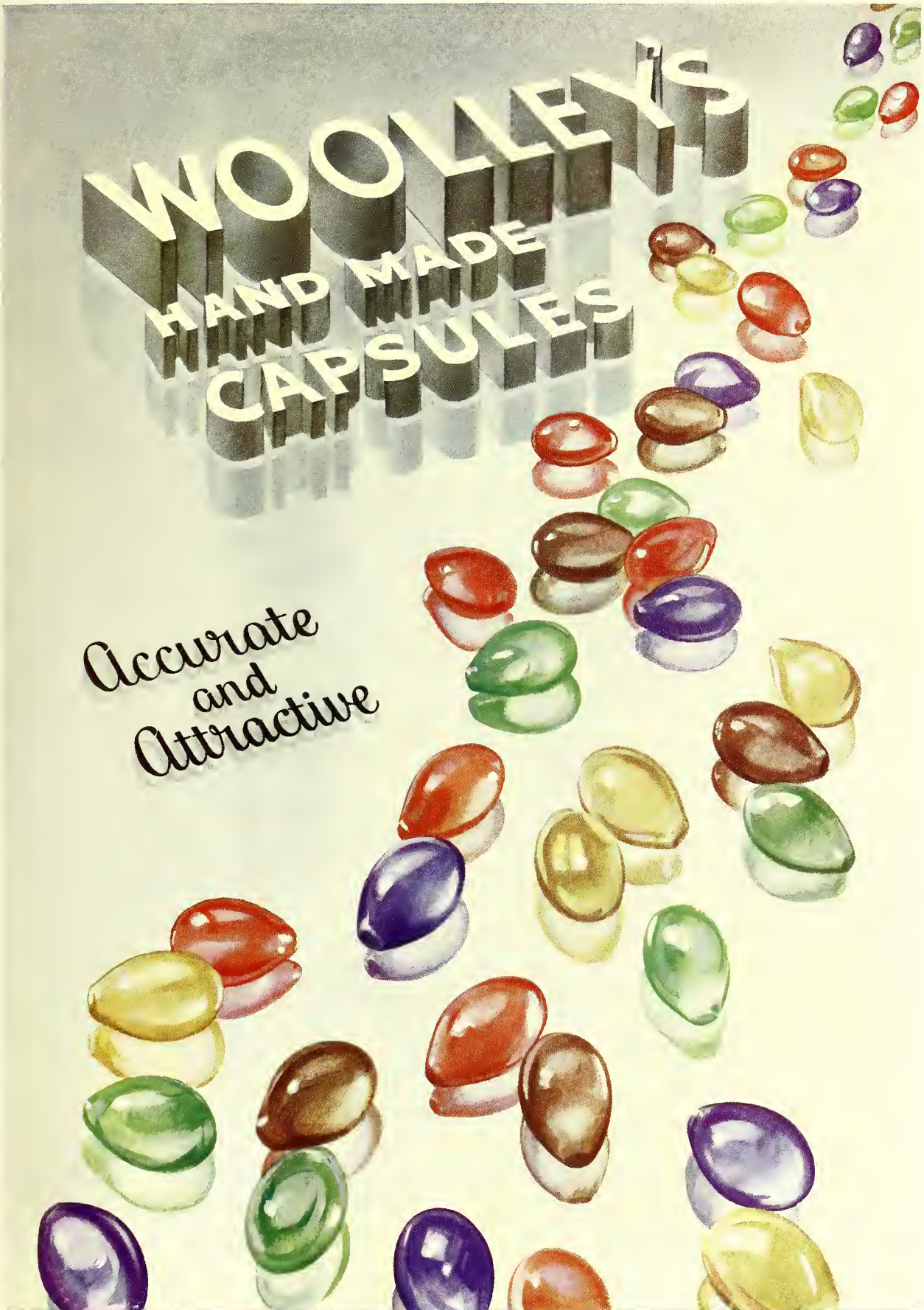
for over a quarter of a century a solid profit maker, will now in its brilliant new packing sell better than ever, and as companions to this line, we have produced a range of Cosmetics which will more than maintain our already high reputation for quality products.

Write to us for special terms and display material.

MERCOLIZED WAX		
	2/- & 3/6	18/- & 31/6 Per doz.
COMPLEXION POWDER		
Rachel 1	1/9 per box	14/- per dozen.
Rachel 2		
Natural		
Golden-Tan		
POWDER CREAM		
Rachel	1/- per jar	8/- ,,
Natural		
FOUNDATION CREAM		
	9d. per tube	6/- ,,
	1/3 ,, ,,	10/- ,,
LIPSTICK		
Dark Red	3/6 per stick	28/- ,,
Medium Red		
Natural		

DEARBORN (1923) LTD., 37, Gray's Inn Road, LONDON.

Please see overleaf for coloured illustration of this range.



JAMES WOOLLEY SONS & CO. LTD. VICTORIA BRIDGE, MANCHESTER.3

Another big push for PARMINT

LAST September we felt Parmint was going to have a good Autumn. So we did two things—we doubled our advertising and we advised our chemist friends to see to their stocks. We were right. Parmint sold better than it had for years.

Now we believe there's another good season coming for this tried and trusted remedy for coughs, colds and catarrh. After this wretched summer, there's bound to be a big demand and we're going to take full advantage of it by increasing our advertising still further.

See that you are ready to get your full share of the business this will create. Look over your stock. See that you have enough to fill what will probably be an urgent demand.

INTERNATIONAL LABORATORIES LIMITED

30–42 SMEDLEY ST., LONDON, S.W.8 *Phone: Macaulay 5101*

WILL IT SELL?

The RADIO TIMES *List helps you to tell*

Dealers who are in doubt whether it would pay them to stock a certain product find in the Radio Times List an invaluable guide. Before a product can qualify to be on the Radio Times List it has to be regularly advertised in the Radio Times and this is now accepted as virtually a guarantee of demand.

The Radio Times reaches 2,600,000 families—1 in 4 of all the families in Great Britain, and those with most to spend. What is more, those readers are *unusually certain of seeing and reading an advertisement in the Radio Times.* For remember: this paper is turned over page by page as the programmes are referred to and it remains ready-to-hand to be examined and read during the seven days of every week.

The Radio Times List for your trade has been regularly included in advertisements inserted in your trade papers by the Radio Times, and such is the value attached to the Radio Times List by manufacturers and wholesalers that they are applying for reproductions of these advertisements for their travellers to show their retail friends.

The RADIO TIMES List for your trade

The advertisers below regularly u e the Radio Times and are therefore assured of a steady demand. *Radio Times readers respond to advertising.* The second half of this list will be published in the next Radio Times announcement in this journal.

Feen-a-mint
Icilma
Sal-Hepatica
Ponds Cold Cream
Vinolia Soap
Venos Cough Cure
Silvikrin
Yardley Lavender Water
Vionase
Gibbs Dentifrice
Silf . Harlene
Gibbs Shaving Cream
Dettol
Robinsons Patent Barley
Robinsons Lemon Barley Water
Izal
Halex Brushes
Jeyes Fluid
Cicfa
Irvona
Erasmic Shaving Stick
Lux Toilet Soap
Germolene
Kalzana
Crookes Halibut Liver Oil
Virol
Californian Poppy Perfume
Pears Golden Glory Soap
Thermogene Vapour Rub
Palmolive
Jocigares
Sloans Liniment
Andrews Liver Salt
Lady Gay Perfume
Moorlands Tablets
Selo Films
Phosferine
Oatine Vanishing Cream
Mothaks
. Kleenex

GOODS SELL QUICKLY WHEN THEY'RE ADVERTISED IN THE RADIO TIMES

AN A.B.C. PAPER - *Guaranteed average net sales for* 1936 — 2,600,000 *per week.*

TINS *to meet every demand*

Drug, Chemical & Cosmetic Industries

PLAIN & DECORATED
TIN BOXES &
CANISTERS

May we quote for your next requirements our prices will interest you . . .

LORD BROS. & Co. LTD.
BROADHEATH Near MANCHESTER
ESTABLISHED 1895 TELEPHONE ALTRINCHAM 2136

To BUYERS of TRUSSES!

The most complete up-to-date facilities for the manufacture of **RUPTURE APPLIANCES** of every known **English and American** pattern are operating at
BLACK BULL WORKS, MARKET ROAD, LONDON, N.7

Hard Rubber, Celluloid, Leather and Mole
Covered and Elastic Band Trusses, under the

"MASTER" BRAND TRADE MARK

are sold in all Markets of the World.

"KO-RALLIUM." A new flexile covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions.
Supersedes Hard Rubber or Celluloid.
Get to know of this. **It is Something Different!**

Suspensory Bandages and Jock Straps
We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.
Write for sample range at Special Rate, then compare.

F. SCHUTZE & CO., LTD.
Black Bull Works, Market Road, London, N.7

LONDON COLLEGE
of Pharmacy
Principal:—IRVINE G. RANKIN, B.Sc., Ph.C.
Specialists in training Pharmacists

PRELIMINARY SCIENTIFIC

9	Months,	NEW Syllabus.	Oct.–June
6	,,	OLD ,,	Oct.–March
3	,,	REVISION	Oct.–Dec.

C. & D. Qualifying
9 Months - - - - Oct.–June

NEW SESSION commences Oct. 7th
361 CLAPHAM ROAD, S.W.9
Telephone: BRIXTON 2161

PROFITABLE PRICE PROTECTED *CHEMISTS* LINES

MARSHALL'S LYSOL
Medicated
TOILET ROLLS

Pure white sulphite tissue—soft, strong and absorbent. Every sheet medicated with MARSHALL'S LYSOL

In standard 12 oz. rolls of approximately 700 sheets

P.A.T.A. 6D RETAIL

PER **4/2** DOZ.

12 doz. @ **3/8**—6 doz. @ **3/10**

DIRECT OR THROUGH WHOLESALER

ATTRACTIVE DISPLAY MATERIAL ALWAYS AVAILABLE

LYSOL LIMITED, LONDON, S.W.20

L. ELBOZ & SON
MANUFACTURERS MERCHANTS & AGENTS
"RAYON D'OR," 94 FERNDENE ROAD, LONDON, S.E.24 TELEPHONE: BRIXTON 3456

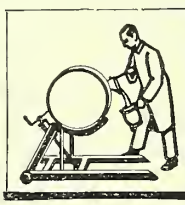
CONTRACEPTIVES
We have been supplying Contraceptives of all kinds now for over 30 years and our well-known **Safeguard & Empire** Brands are still as popular as ever. THESE FACTS SPEAK FOR THEMSELVES and prove the confidence we have secured which is the fundamental principle in selling these goods.
All our Brands are guaranteed to be of the finest manufacture.
Write for complete Price List and Samples.
BURGE, WARREN & RIDGLEY, Ltd.
91-92 Great Saffron Hill, London, E.C.1

OPTICAL TUITION
FOR THE
S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations
Particulars :—
C. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.
50 HIGH STREET, BARNET, LONDON, N.

Dispensing for Pharmaceutical Students
By J. W. Cooper, Ph.C., and F. J. Dyer, B.Sc., Ph.C.
Fifth Edition revised and re-written by J. W. Cooper.
This book has been brought completely up to date and revised, and is specially written to provide a complete knowledge of all the essential details required by Chemists preparing for the Pharmaceutical Society's Examinations. 455 pp. Fifth Edition. 8/6 net. (By post 9/-)
PITMAN, Parker St., Kingsway, London, W.C.2

DRAKE & DAHM (Translators) LTD.
All Languages All Subjects
Specialists in Pharmaceutical Translations
New Address :
18 BARTLETT'S BUILDINGS, LONDON, E.C.4
Near Holborn Circus 'Phone : Central 3989

Specialists in all forms of **derris** *for insecticides etc.*
BUGGÉ'S INSECTICIDES LTD.
SITTINGBOURNE KENT
Tas/Bu 75


MONOPOL CASK AND DRUM ELEVATOR AND TIPPLER (patented). Elevates and turns vessels without effort. No loss. No mishaps. (5
HARRY HEYMANN LTD.
COATES TERRACE, MANCHESTER RD., BRADFORD, YORKS

DAY CLASSES
Next Term October 7th
6 & 9 months' courses for the Preliminary Scientific Examination
9 months' course for the Qualifying Examination
3 months' revision courses for both examinations

WESTMINSTER COLLEGE OF PHARMACY
Founder : G. S. V. WILLS, Ph.C.
Principal: P. H. WOODNOTH, Ph.C., F.C.S.
190 Clapham Road, London, S.W.9
'Phone : Reliance 3728

POSTAL COURSES
Preparatory courses in all Subjects
Fees from 7/6 per subject
Special Test Papers are available for revision
Prospectus for Postal or Day Classes on application to the Principal

Some Critical Comments on Nuro Film

Enthusiastic Amateurs give their opinions on the New and only entirely British Film . . .

EVERY day more amateurs are responding to the exceptional appeal of NURO Film. Testimonials from all parts of the country prove the enthusiasm with which NURO, the first All-British film, is being received.

Very Fine Grain

The extra-fine grain of NURO Film ensures that the smallest details and gradations of tone are captured.

L. B. (Edinburgh) writes :

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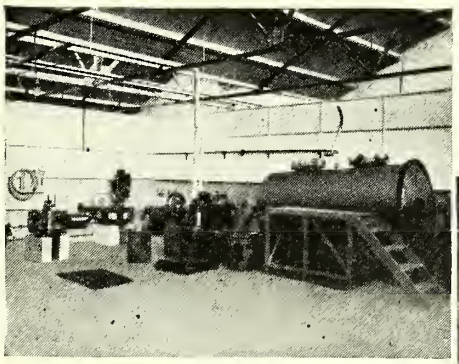

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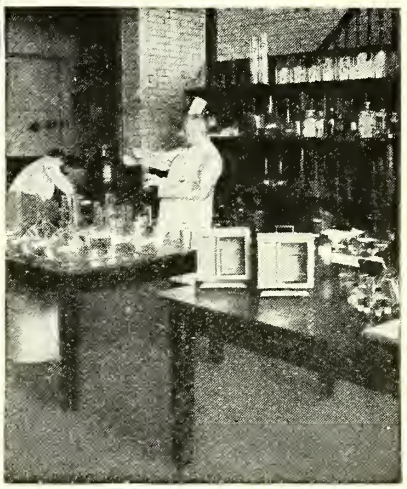

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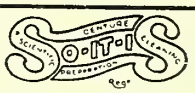

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VOL. 125. NO. 2954 SEPTEMBER 19, 1936

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News of the Week

Import Duties Advisory Committee Notices

The Import Duties Advisory Committee give notice of an application for an increase in the import duty on transparent cellulose wrapping. Any representations which interested parties may desire to make in regard to this application should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, Westminster, London, S.W.1, not later than October 8, 1936.

The Committee also give notice that on and after September 22, 1936, the offices of the Committee will be at Shell-Mex House, Strand, London, W.C.2.

Debts Clearing Offices

An Order has been made under Section 1 of the Debts Clearing Offices and Import Restrictions Act, 1934, entitled the Clearing Office (Turkey) Order, 1936. The Order has been published as Statutory Rules and Orders, 1936, No. 858, and copies may be purchased (price 6d.) from H.M. Stationery Office.

Key Industry Duty Notice

The Board of Trade have received an application under Section 5 (5) of the Finance Act, 1936, for a licence to import free of duty an *x*-ray apparatus (excluding *x*-ray tube) of the type known as the Lysholm apparatus for cranial radiography. Any representations that similar apparatus is made or is likely to be made within a reasonable time in the United Kingdom or elsewhere in his Majesty's Dominions should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, London, S.W.1, on or before October 14, 1936.

Inquests

At the inquest, held at Cranbrook on September 16, on F. J. Terry, a gamekeeper, a verdict of "suicide" was returned, death being caused by strychnine hydrochloride. The remainder of the strychnine was found in a small green bottle with no label attached, discovered two feet away from the body, and the Coroner stated that, until the new poisons Regulations came into force this poison could be purchased quite easily by gamekeepers.

The Westminster coroner held an inquiry, recently, concerning the death of Mr. R. G. Shaw, who was found unconscious at the Royal Air Force Club and died in hospital. Dr. Hugh Anderson stated that death was due to insulin coma. Persons who took insulin were always told to have a lump of sugar with them and take it if they felt faint. The coroner: If Mr. Shaw gave himself an injection during the evening, insulin poisoning might come on in the night and he might not take any sugar?—Yes, or he may not have had a meal. A verdict of "Accidental death" was recorded.

London

Regulations have been made by the Minister of Health entitled the Kensington (Acute Rheumatism) Regulations, 1936 (date of commencement October 1, 1936), providing for the notification of certain cases of acute rheumatism (as defined in the regulations) occurring in children under the age of 16 years

within the Royal Borough of Kensington. The regulations are published as Statutory Rules and Orders, 1936, No. 853.

A meeting of the Council of the Guild of Public Pharmacists was held on September 9, the chair being taken by the vice-president, Mr. F. B. Royal. Fourteen persons, who had applied for membership of the Guild, were duly elected. The Public Health Committee was then reconstituted as follows:—Miss J. M. Campbell, Miss A. Gilliatt, Messrs. J. R. Elliot, R. H. Henriksen, J. M. B. King, and the President, Vice-President, Treasurer, and Secretary of the Guild. A report was received of a rise in the maximum salary, annual increments, and quarters allowance of prison pharmacists.

Portsmouth

In connexion with health week at Portsmouth, Sir Kingsley Wood, Minister of Health, opened, on September 14, the Empire Health Exhibition. In the course of his speech Sir Kingsley said:—Many of us depend too much on drugs and bottles of medicine and not enough on personal hygiene and sound ways of living. The national health balance sheet was of vital importance to the nation. The general death rate and the infant mortality rate especially had fallen considerably in recent years. Cholera and plague had disappeared from this country. Typhoid fever and the major type of smallpox had been brought under control. Forty years ago the death rates from tuberculosis, scarlet fever and measles were more than three times what they are now. The general health and nutrition of the country had not only been well maintained but much improved. But there was another side to the balance sheet. There was still much to be done in such fields as tuberculosis, cancer, the respiratory and mental diseases. The dental condition of many of our people was by no means satisfactory. Influenza, the common cold, and rheumatism still remained undefeated.

The twenty-seventh annual meeting of the Portsmouth Chemists' Association was held at the Southsea Club on September 9. The vice-president, Mr. H. A. Mecoy, occupied the chair in the unavoidable absence of the president, Mr. W. L. B. Murray. The following officers and committees were appointed:—*President,* Mr. W. L. B. Murray; *Vice-President,* Mr. H. A. Mecoy; *Treasurer,* Mr. G. W. Dorling; *Secretary,* Mr. F. H. Ruoff; *General Committee,* Messrs. Murray, Mecoy, Dorling, Atterbury, W. H. Bown, T. A. Johnson, E. D. Lewis, Fry, Goddard, Egerton, Hemming and Ruoff; *Trade Section Committee,* Messrs. Murray, Mecoy, Atterbury, W. H. Bown, Fry, Gregory, T. A. Johnson, Rhodes and Ruoff; *Auditors,* Messrs. Eyres and Rhodes. The secretary was re-appointed as representative to the chamber of commerce and also as local representative of the P.A.T.A. Donations were made to the following:—The Pharmaceutical Society's Benevolent Fund, five guineas; Orphan Fund, two guineas; Early Closing Association, one guinea; Chamber of Commerce, one guinea; and three pounds to the Surgical Aid Society. The balance sheet showed a balance in hand of about £120.

Miscellaneous

Anti-gas training.—A memorandum on local anti-gas training has been issued "for official use" (price 1d.) by H.M. Stationery Office. The address of the Air Raid Precautions Department of the Home Office is 5 Princes Street, Westminster, London, S.W.1.

In the courts.—At Clerkenwell Police Court, London, E.C., on September 14, Leslie James Houseman, chemist and druggist, Romford; Walter James Simpson, snack bar manager, Leyton; and William George Tolerton, chemists' assistant, Ilford, were bound over to come up for judgment if called upon within two years, on a charge of having been concerned together in receiving a cine camera and two still cameras, value together £41 17s. 6d., which had been stolen.—At Wood Green Police Court, London, N., recently, Barnett Lewis, High Road, was fined £2 for selling lysol in a container which was not labelled with the name and address of the seller and did not have on the label the address of the premises where the poison was sold.

Central Optical Council.—A meeting of the Central Optical Council was held on September 8. Mr. A. E. Turville was in the chair, and delegates from the following societies were present:—British Optical Association, Guild of British Consulting Opticians, Institute of Chemist Opticians, Institute of Ophthalmic Opticians, Joint Council of Qualified Opticians, National Association of Opticians, Scottish Association of Opticians. The Council compiled a short set of rules relating to ethical conduct, which they unanimously agreed to recommend to the above organisations for adoption and enforcement as a minimum. A scheme for national propaganda was agreed for submission to the various organisations for their consideration. The next meeting will be held on October 8. The honorary secretary of the Council is Mr. E. G. Guyatt, 143 High Street North, East Ham, London, E.6.

Visits to works.—Members of the Harrow Branch of the Pharmaceutical Society paid a visit to the laboratories of Glaxo, Ltd., on September 2, and were conducted over the new building at Greenford in small parties, each in charge of a guide. The preparation of ostermilk, glucose D, and other preparations of a scientific nature attracted much attention. The subject of vitamins was very much to the fore, but the serum department surprised many of the visitors when they saw the great demands made upon it. The visit concluded with refreshments, during which a vote of thanks proposed by Mr. McNeal, seconded by Mr. Ratcliffe, was replied to by Mr. Preston.—A party of thirty members of the West Middlesex Chemists' Association paid a visit to the laboratories of Glaxo, Ltd., Greenford, on September 9. The tour included the optical room, where the spectrophotometric apparatus (for vitamin A determination) was demonstrated; the ampoule room, where a machine labelled, filled and sealed ampoules; the vaccine department, where the chief bacteriologist explained the new dissolved vaccines; and the physiological department, where the members of the party were able to see some of the work done in physiological testing for vitamin standardisation. The food packing, capsule and tablet making departments were also visited. Tea was then served and a vote of thanks to the management was proposed by the president, Mr. F. H. Mylroi, and seconded by Mr. Sidney R. Hughes, secretary.

Scottish Notes

Brevities

Reconstructions at the premises of Mr. Charles Stewart, chemist and druggist, 231 High Street, Kirkcaldy, have resulted in a much larger space being available for display purposes.

The result of the Edinburgh Chemists' Golf Club competition played over Duddingston course, on September 9, was:—1 (a tie), J. Scott and R. S. Mathison, 74; 3, M. Stoddart, 75. Second class, A. M. Edmonds, 84.

A new chemist's shop, with optical and chiropody departments, are included in a new scheme which has been approved for the Dumbarton Co-operative Society. The new premises which will include many other shops and offices, will cost £20,000. Other co-operative societies extending activities are the Kilmarnock Equitable Co-operative Society, Ltd., which is to erect a handsome new suite of shops and offices in Titchfield Street and to include an up-to-date chemist's shop, dispensary, store, and sight-testing room; and the Methil Co-operative Society, which is to build a new suite of shops, including a chemist's department, in Wellesley Road.

Glasgow and the West

Drug and sundries manufacturing departments of the Scottish Co-operative Wholesale Society, Shieldhall, are to be enlarged, following increased demand from the retail centres.

The monthly meeting of the Paisley and District Chemists' Association was held on September 14, when Mr. Thomas Guthrie and Mr. J. Rutherford Hill were present as guests. Messrs, Guthrie, Hill and Stuart paid tribute to the work of the late Mr. A. A. Dick and to his personal charm. Members stood in silence for a minute as a tribute. Mr. Guthrie delivered an address on "Modern Problems in Pharmacy" and dealt with the Chemists' Friends Scheme; the trend of retail pharmacy; territorial representation; training of apprentices; limitation of pharmacies; and the reservation of dispensing to registered pharmacists. Mr. Hill supplemented Mr. Guthrie's remarks and made an impassioned plea for unity in the ranks of pharmacy to-day.

Irish Notes

Brevities

Athlone Development Association held a lakeside gala recently which was attended by several thousand people. In a speech, Mr. J. M. Huban, M.P.S.I., said their aim was to put Athlone on the tourist map. There was no other place in Ireland which held out such attractions.

Pharmacy was well to the fore at the Irish Open Amateur Golf Championship, held recently at Portmarnock, co. Dublin. Among the spectators was Mr. Joseph Gorry, M.P.S.I., Naas, runner-up for the title at Newcastle, co. Down, some years ago. Mr. J. Costello (president of the Pharmaceutical Society of Ireland), Mr. A. F. Roche (secretary of the Chemists' Golfing Society), and many other pharmacists slipped away from business to see some of the leading competitors in action. Mr. A. T. Hardy, Belfast, was playing in the championship, but was unlucky to be beaten early in the competition. Mr. Brendan Smith, M.P.S.I., survived the first round only to be beaten in the next by a cross-channel competitor.

A memorandum on observance of the poisons law by members has been issued by the Council of the Pharmaceutical Society of Ireland in the following terms:—

"The attention of the trade is directed to the necessity of observing strictly the provisions of the poisons law. The monopoly of the sale of poisons is only conferred on chemists and registered druggists for the protection of the public welfare. Any chemist or druggist who does not keep the law is furnishing an argument against giving chemists and druggists such a monopoly. The Council of the Pharmaceutical Society of Ireland desires to call the attention of the trade to the fact that all the following are Part I poisons. They must only be sold to persons known or properly introduced, and the proper entries must be made in the poison book previous to the sale.

Tartar Emetic and any preparation containing same.
Corrosive Sublimate.
Strychnine.
Ephedrine and all preparations containing same.
Arsenic and its preparations.
This includes arsenical sheep-dips such as Cooper's, Bell's, Osmond's, and weed-killers such as Eureka Weed-killer. It also includes any pill or tablet or mixture containing arsenic such as Tabloid Pil. Blaud Co.
Collis Browne's Chlorodyne (contains Codeine).
Sirop Famel (contains Aconite and Codeine).
Harvey's Worm Powders (contain Arsenic).
Harvey's Cough Powders (contain Aconite and Tartar Emetic).
Cinnamond's Red Water Cure (contains Tartar Emetic).
Ergot and its preparations such as Ergo-Apiol Femergin.

This does not profess to be an exhaustive list, but every item on it has been the cause of complaints to the Council. In case of doubt an inquiry should be addressed to the Registrar of the Society, who will give any assistance required."

Belfast

Nominations for the annual elections to the Council of the Pharmaceutical Society of Northern Ireland will close at the Society's offices, 73 University Street, Belfast, on September 21. The retiring representatives are Messrs. R. I. Edwards, J. W. Gray, W. C. Tate, and W. S. Taylor, in the pharmaceutical section, and Messrs. Samuel Gibson, J.P., and Wm. Martin, in the druggists' section. It is understood that all intend to offer themselves for re-election. No other candidates have yet been publicly mentioned.

The annual meeting of the Pharmaceutical Society of Northern Ireland will be held on October 5. The September meeting of the Council will be held in Londonderry on September 17, and in the afternoon the Council will be the guests of the Londonderry Chemists' and Druggists' Association in a motor tour through Donegal.

Topical Reflections

By Xrayser

On Several Occasions

in this column I have commented upon the unprofitable nature of the great part of the dispensing undertaken by pharmacists to-day; your contributor (*C. & D.*, September 12, p. 305) puts the situation clearly and succinctly. I agree that, with the exception of a few historic pharmacies and others so situated that they can get good prices for their work, the average pharmacist at the present time is being paid at rates which are approaching those on the N.H.I. Tariff. This is in addition to the fact that public medical services and similar dispensing contracts are usually based upon the Tariff. The matter is not improved by the growth of proprietaries and the practice of medical men in ordering these, rather than in writing prescriptions. It is rare that a dispensing fee can be charged and the dispenser can ask only the usual retail price. Attempts have been made in many districts to adopt a pricing system, but in the majority of cases, owing to one or two who will cut prices, these efforts have been abandoned. I have before stated that this is probably the most important matter that can be discussed by pharmaceutical associations; and it would form a good subject for the meeting of representatives at the Liverpool Conference next year.

Group Buying

which is a method of attempting to buy on better terms as a group than singly as an individual, is growing. It has always had great attractions for the retailer, and not only in pharmacy. I can well remember my apprentice-master being bitten by the idea that there was money in co-operative buying, and can still recall his looks of disgust when he learnt that the concern in which he had invested a fair amount of money for those days had been adjudged bankrupt. Quite apart from the legal side of the subject, mentioned in your short editorial article (p. 297), the chances of chemists being able to save more than a tiny percentage upon their purchases made collectively are remote. It can be said that competition among wholesale druggists to-day (and drugs form a considerable proportion of the purchases) is such that the individual buyer who can estimate his requirements ahead and purchase accordingly is in a very strong position as a buyer, so that it is doubtful whether if he bought collectively he would be any better off, when the time and trouble involved in making up orders and collecting them from a central depot is considered. There are proprietaries, another big section, but buying groups are not usually in a position to get manufacturers' terms, so that the buyer who can take goods at sufficient value to enable him to get a bonus is as well off singly as he would be collectively. Group buying sounds well and looks well on paper—its advantages may easily be over-praised.

"Staff Trading Discussed"

is the title of a short extract from "The Times" (*C. & D.*, September 12, p. 305), but the subject envisaged is a big one and causes a good deal of trouble. It is not a new subject, it has been before the P.A.T.A. for a number of years; it is one of the planks in the "C.F." platform. I gather from the short extract that what is particularly aimed at is the suppression of staff shops, run by firms in which all kinds of goods are obtainable at prices which are usually those at which retail traders are supplied. If the sales of these goods were restricted to members of the staff only the situation would not be so bad, but the relations and friends of members get their goods under the same conditions. The cure of this trouble is in the hands of manufacturers and wholesalers. If these would take more care to look into the *bona fides* of their customers they could soon stop this undoubtedly irregular trading. There is a type of staff shop trading which is permissible; it is the practice of manufacturing firms allowing members of their staff to buy their own goods at reduced prices. Provided care is taken to see that the practice is not abused and that the use of the goods is restricted to the member and his family, objection cannot logically be taken to this method of supply.

Legal Reports

Factory and Workshops Act.—Fines amounting to £8, with 12s. 6d. expenses, were imposed by Sheriff Malcolm at Dundee Sheriff Court, when George J. Lindsay, photographic developer and printer, 6 Long Wynd, Dundee, admitted five charges of employing women during hours not permitted under the Factory and Workshops Act. Mr. John Ross, solicitor for the defence, pointed out that the whole of the charges related to the week after the end of the Dundee holiday, when people came back with a large number of films to be developed and they were impatient to see the results. In July and August more than half of the year's turnover had to be dealt with.

Pharmacy and Poisons Act, 1933.—A fine of £3 was imposed at Hamilton Sheriff Court on September 11 on Robert Drennen, 164 Main Street, Wishaw, who pleaded guilty to having, on May 30, in his premises at 164 Main Street, Wishaw, contravened the Pharmacy and Poisons Act, 1933, by selling a quantity of copper acetoarsenite to a customer who was not known to him. The Fiscal explained that Mr. Drennen was allowed to sell poison for agricultural and horticultural purposes. On this occasion he sold two ounces of the poison mentioned for 4d. The customer, however, must be known to the seller, or have a certificate from a person who is known by the seller. The purchaser in this case produced a certificate, but the name and address on it was false. It was subsequently learned that the man had committed suicide by poisoning himself. This, however, was not an aggravation of the case, as accused was only charged with contravening the regulations, but it showed the necessity for observing the regulations. There was no suggestion of the accused having made a habit of selling poison. Imposing the fine, Sheriff Walker said the regulations were such that he must see they were observed.

Pharmacy Act Test Case.—William Desmond Noble, Eastern Esplanade, Southend, was summoned at Southend Police Court on September 11 for using in connexion with a business carried on at Eastern Esplanade a title, emblem, or description reasonably calculated to suggest that he or someone employed in the business possessed a qualification with respect to the selling, dispensing or compounding of drugs or poisons other than the qualification which he or they, in fact, possessed. Mr. A. S. Castle, who prosecuted for the Pharmaceutical Society, said it was the first case of its kind under an Act which came into force on May 1 last. According to the records of the Society, defendant, who had been in the drug trade a considerable number of years, had no qualification at all; he was not in any sense of the term a qualified chemist. He had outside his shop boards meeting in the form of a V, on which were the words "All chemists' supplies." The words "all" and "supplies" were in such tiny lettering that from a distance the only word visible was "chemists." That, he submitted, was a sign which was reasonably calculated to suggest to ordinary members of the public that defendant was a qualified chemist. Mr. S. Lincoln, defending, said Mrs. Noble, who was the owner of the business, died a few weeks ago, leaving the business to the sons, and Mr. Noble was executor under the will. After a photograph had been produced Miss Marjorie Marrable, an inspector of the Pharmaceutical Society, gave evidence regarding the sign. She said that from across the road she could not see "all" and "supplies" clearly, but "chemists" was clear. In cross-examination, Miss Marrable said she could just see "all" and "supplies" from across the road. Mr. Lincoln: Would there be anything wrong if "All chemists' supplies" had been all one size?—I cannot tell you. My instructions were to report just what I saw. Mr. Lincoln said he submitted without the slightest hesitation that this was as futile a case as was ever presented in a court in the whole of the realm. The prosecution suggested that the sign was reasonably calculated to mislead the public, but the actual evidence—the only evidence—was that from across the road "all" and "supplies" could be seen. The Bench, after a retirement, held that there was a case to answer. Defendant stated that he studied pharmacy and passed a test examination when he was eighteen. Because he was under twenty-one he could not sit for the Pharmaceutical Society's examination. He had no parents and started in business when he was nineteen. The shop at Eastern Esplanade was opened four years ago; it was established by his wife. There were other notices indicating the nature of the business, apart from that complained of. He suggested that the word "chemists" had been brought out with the photograph by some manner of lens. Mr. Lincoln: What you are saying is that "chemists" has been focused in such a manner as to give a wrong impression to their worships?—I say that definitely. I say that the word "chemists" by some means has been brought out and the other words put in relief. Mr. Castle, in answer to the chairman, said that, assuming the letters were all of the same size, the Society would have no objection. Defendant: If the Society had said they did not like the sign I would have altered it in any way they desired. The present sign has been there for four years. The chairman: The whole point is whether the public are likely to be misled by this sign. The justices went to Eastern Esplanade and inspected the sign. On their return to court the chairman said that in the view of the justices the photograph was a correct representation of the size of the letters, and they had come to the conclusion that there must be a conviction. As they understood it was in the nature of a test case, there would be a fine of £1. Mr. Lincoln: I need hardly say that, being a test case, we are going to test it. Will you therefore grant a stay? The chairman said there would be no steps to enforce the fine in the meantime.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

Bardsley Wadding Co. (1936), Ltd. (P.C.).—Capital £3,000. Objects: To carry on the business of manufacturing and dealing in cotton, wadding, etc. The first directors are not named. Solicitor: Chas. B. Hudson, Church Lane, Rochdale.

Fortis Glassworks, Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in glassware, including laboratory, medical, chemical, optical, scientific and industrial glassware, etc. R.O.: 9 Grosvenor Road, Muswell Hill.

The British Drug Houses, Ltd.—Usual quarterly dividend of 1¾ per cent. on preference, payable September 30.

L. Rose & Co., Ltd.—Interim increased on ordinary capital of 6d. per share, or 25 per cent., less tax.

Beecham Pills, Ltd.—Notice of payment of interim deferred dividend of 12½ per cent., the same as last year, but payable on an increased capital.

Aspro, Ltd.—The directors recommend a final dividend of 15 per cent., actual, on the ordinary shares, making 25 per cent., less tax, for the period ending June 30, 1936.

Boots Pure Drug Co., Ltd.—Mr. E. L. B. Thomas, who has been on the staff of the company for twenty-four years, has been elected to a seat on the board in succession to the late Mr. H. R. Gillespie.

British Emulsifiers, Ltd.—At a meeting held in Teddington on September 10 it was resolved that this company be wound up voluntarily. Mr. J. P. C. Danny, 93 Stanley Road, Teddington, was appointed liquidator.

Gazette

Bankruptcy Acts

Receiving Orders and Adjudications

Hopkins, T. E., 59 Lilace Road, Basset, and 195B Foundry Lane, Shirley, Southampton, drug store proprietor.

Hart, W. E., Walker Street Chemical Works, Walker Street, Preston, oil, colour and chemical merchant.

Pharmaceutical Society of Ireland

Council Meeting

THE September monthly meeting of the Council of the Pharmaceutical Society of Ireland was held on September 8, the president (Mr. J. F. Costello) in the chair. Other members of the Council present were Messrs. F. J. Fitzpatrick, M. J. Kieran, J. Duggan, P. Brooke-Kelly, J. K. Whelehan, B. P. Hickey, M. J. Parkes, J. Gleeson, J. T. Dwyer, C. Cremen, and P. C. Cahill. Apologies for inability to attend were received from Mr. J. A. O'Rourke, Mr. Fielding, Mr. Boyd, Mr. Warwick, and Dr. Mitchell.

Messages of Sympathy

Before proceeding with the ordinary business of the meeting the following resolution of sympathy, proposed by the president and seconded by Mr. Cremen, was passed in silence, all members standing: "That the deepest sympathy of the president and Council of the Pharmaceutical Society of Ireland be extended to the widow and family of the late Dr. Michael Ryan, a past-treasurer and vice-president of this Society." It was reported to the meeting that Mr. Fielding had met with an accident and was at present recovering from the severe illness which ensued. The Council heard the report with regret and decided on the suggestion of Mr. Brooke-Kelly to have their regrets conveyed to Mr. Fielding, together with expression of their hopes for a speedy recovery.

Scrutineers

On the motion of the president, seconded by Mr. Fitzpatrick, Messrs. M. J. Parkes and P. C. Cahill were elected scrutineers of the ballot for the coming annual elections to vacancies on the Council.

A Court Case

Mr. John J. Gaynor, law adviser, wrote as follows regarding the case of J. A. Currid: "I wish to report that the case came on for hearing before District Justice Cussen yesterday (July 28), when the Justice convicted the defendant on the summons for selling poison without being labelled with the name and address of the seller, and imposed a total fine and costs of £3. Although the defendant had been previously convicted on April 8, 1936, and fined, on a summons under Section 30 of the Pharmacy Act, the Justice applied the Probation Act to a summons under the same section as in the former case."

Registration Items

The following, who submitted Matriculation certificates, were granted Preliminary Registration: Misses Ellen McConn, Margaret M. Buckley, Walburga Catherine Fullam, Phoebe E. Levingstone, Messrs. James Whyte, Geo. M. Commins, and Humphrey Vincent O'Sullivan. The registrar notified that letters under Section 25 had been sent out to the following, and no replies had been received:—Pharmaceutical chemists: Miss K. M. Raverty, Messrs. A. R. G. Clarke, W. Hanna, J. A. Hynes, J. R. Waddell, W. R. Wilson, and G. A. P. Wright. Assistant: Mr. C. Hoban. Registered druggist: Mr. N. McCausland.

Changes of Address

The following changes of address were notified:—E. Cahill, M.P.S.I. (823), from 1A Upper Leeson Street, Dublin, to 91 Ashfield Road, Ranelagh, Dublin. D. L. Kirkpatrick, Esq., L.P.S.I. (546), from Elmworth, The Mount, Belfast, to Sandown Park, Belfast. C. J. Doherty, L.P.S.I. (2007), from Harbour Villa, Drogheda, co. Louth, to The Central Medical Hall, Ltd., Main Street, Ballinrobe, co. Mayo. W. G. Cunningham, L.P.S.I. (1593) Asst. (227), from 12 Croswaite Park, E., Dun Laoghaire, to 12 Sarsfield Street, Berkeley Road, Dublin. T. H. O'R. Carney, L.P.S.I. (1664), from 103 Grove Park, Rathmines, Dublin, to Woodlands, Nangor Road, Clondalkin, co. Dublin. H. Gilmore, Assistant (103), from Saintfield Road, Lisburn, to 40 Parkgate Avenue, Strandtown, Belfast.

Educational Proposals

Draft suggestions regarding classes in theoretical and practical chemistry were submitted to the Council by Mr. Brooke-Kelly, who outlined in detail the scheme of his proposals. After a lengthy discussion the Council referred the matter back to the Schools Committee.

Examination Results

The examiners to the Licence examination reported that twenty-eight candidates entered, three of whom withdrew, one passed with honours, and eight passed. The examiners to the Registered Druggist examination reported that two presented themselves, both of whom failed. The examiners to the Assistants' examination reported that forty-nine candidates entered, four of whom withdrew and sixteen passed.

Deaths

The registrar reported on the deaths of M. L. Ryan, M.P.S.I., J. W. Burns, L.P.S.I., J. J. Welply, L.P.S.I., and F. Guest, L.P.S.I.

Co-opted Member of Council

On the motion of Mr. Brooke-Kelly, seconded by Mr. Cahill, Mr. James V. M'Keever, Ph.C., Clare Street, Dublin, was unanimously co-opted a member of the Council in place of Mr. T. J. Smith, who had resigned.

Members Elected and Nominated

The following were elected to membership of the Society: Mrs. I. Coen, Miss M. A. Flynn, Messrs. J. A. Cronhelm, R. Daly, J. O'Beirne, F. Crowley, and S. Coleman.

The following were nominated for membership: T. H. O'R. Carney, Woodlands, Nangor Road, Clondalkin, co. Dublin; W. M. Swanton, Castletown Bere, co. Cork; Miss D. Claffey, 326 Clontarf Road, Dollymount, Dublin; F. J. Roche, 8 Foster Street, Galway; O. J. O'Callaghan, 237 Griffith Avenue, Dublin; J. J. Rohan, Sutton Pharmacy, Sutton Cross, co. Dublin; R. K. Deevy, 38 Ormond Road South, Dublin; P. T. Crowley, 61 Sandford Road, Ranelagh, Dublin; and P. J. O'Ryan Hayes, 130 James's Street, Dublin.

The pharmaceutical licences of the following were signed and sealed: Messrs. P. J. Connolly, E. J. J. Flynn, W. P. P. Johnson, T. Murphy, J. O'Connell, H. O'Donnell, J. B. O'Reilly, and G. I. Riordan.

Business Changes

E. STAFFORD BROOKES, LTD., have purchased the business of Mr. W. J. Aldous, 68 London Road, Dover.

HARKNESS, BEAUMONT & CO., LTD., have had their telephone number changed to Leith 35436 (three lines).

MR. THOMAS JOHN WOODCOCK, chemist and druggist, 3 Caister Road, Yarmouth, is closing down his business at 8 Church Plain.

MR. D. A. CLOWES, chemist and druggist, has taken over the business of Mr. R. Peel, chemist and druggist, Market Street, Rainhill, Lancs.

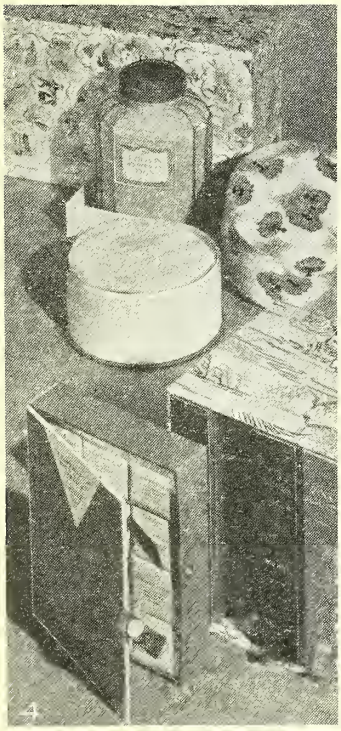
WOODLANDS CHEMISTS, LTD., have purchased the business at 17 High Street, King's Lynn, formerly carried on by the late Mr. Sydney Count, chemist and druggist.

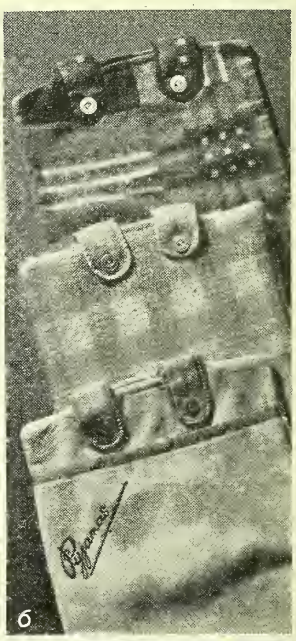
THE NATIONAL CASH REGISTER CO., LTD., announce their change of address after September 21. The headquarters, offices and showrooms will be at 206-216 Marylebone Road, London, N.W.1.

DICKINSON & CO., chemical manufacturers, Church, Lancs, have acquired Nook Works, Nook Lane, Oswaldtwistle, near Accrington, for the manufacture of fine chemicals for industrial, pharmaceutical and medicinal purposes.

Guide to the GIFT Market

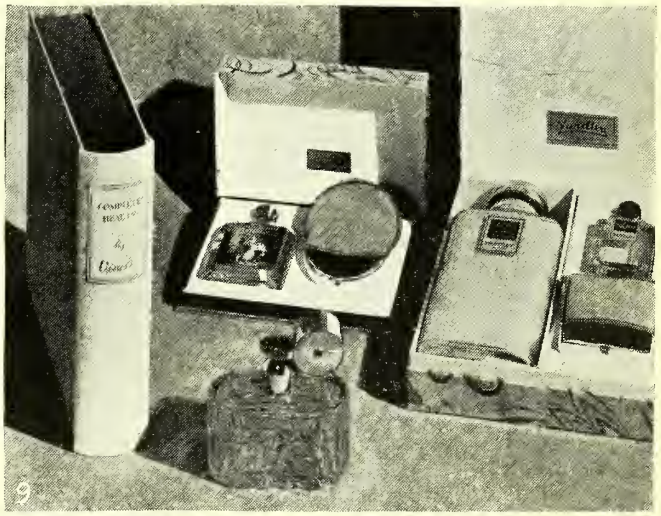
SUCH an array of Christmas packs presents itself to the retail buyer that his problem becomes rather what to leave out than what to select. His choice must depend largely on local competition, space available and other variable factors, but in so far as it depends on the merits of the goods themselves, the attempt has been made in these pages to sort them out in some degree. Thus there are sections on perfumery, powder bowls and puffs, manicure sets, pocket lamps, gifts for men and for children. There still remain many which resist classification. These, and some latecomers under the other sections, are shown under the present heading:—(1) Cut glass and chromium dressing-table set, Welten, Ltd. (2) Six-piece trinket-set on tray (coloured tops and chromium), S. Maw, Son & Sons, Ltd. (3) Bathjoy perfumed water softener, British Emulsifiers, Ltd. (4) Top: Embossed figured coffret containing bath salts and bath dusting powder, Coty (England), Ltd. Bottom: "Library" of four "volumes" of compressed bath tablets, Morny, Ltd. (5) Left to right: Toilet holdall, one of many designs by Solport Bros., Ltd.; coffret containing Gemey face powder and cucumber lotion, Richard Hudnut, Ltd.; Three Flowers solidified brilliantine and talcum powder, Hudnut; coffret containing talcum powder, face cream and flapjack, Potter & Moore, Ltd.; coffret containing face powder, talcum powder and vanishing cream, Hudnut. (6) Three of many patterns of hot water bottle covers by Solport Bros., Ltd.; the one with separate pyjama pocket is of velour in one colour. (7) Swansdown handkerchief and bowl puffs, La Houppe, Ltd.; June roses powder, Morny, Ltd. (8) Foreground: Box of three bath soaps, Vinolia, Ltd.; coffret containing perfume and rouge, Bourjois, Ltd.; Wurlitzer mark one spray in presentation box, Maw. Background: Coffret containing eau de Cologne and two tablets of toilet soap, Vinolia; oriental pot-pourri jar, one of numerous designs, Potter & Clarke, Ltd.; English Fern gift box containing three tablets of toilet soap and six compressed bath salts tablets, H. Bronnley & Co., Ltd. (9) Presentation book-box containing toilet soap and compressed bath salts tablets, Vinolia; new design of bellows-type perfume spray in black, chromium and crystal, Marcel Franck & Co. (London), Ltd.; coffret containing Old

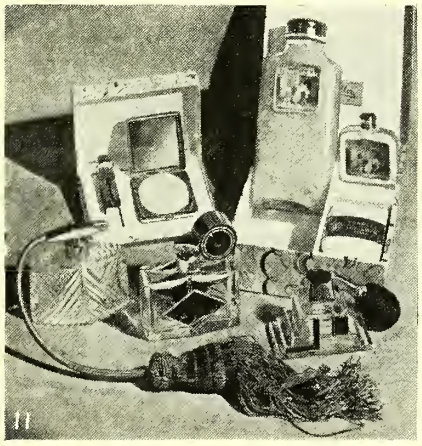


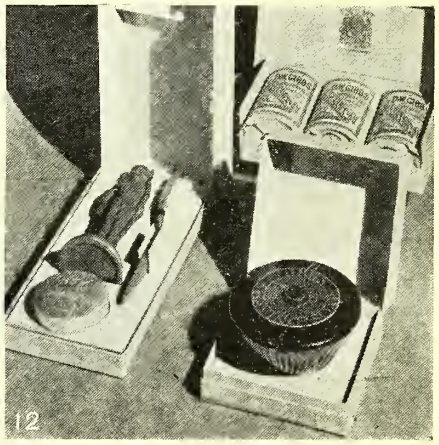


English lavender water and compact, Yardley ; coffret containing Orchis bath salts, Orchis perfume and compact, Yardley. (10) Gift box containing fitted waterproof holdall, D. & W. Gibbs, Ltd.; shaving bowl and refill in gift box with self-displaying inner, Gibbs. (11) Perfume sprays by (left and right) Welten ; (centre) Marcel Franck ; coffret containing lipstick and compact, Coty ; coffret containing Old English lavender bath salts, perfume and toilet soap, Yardley. (12) Gift box containing dentifrice, toothbrush and holder, Gibbs ; boxed shaving bowl, Gibbs ; box of three cold-cream soaps, Gibbs.

Illustrated catalogue or folders have been received from Bourjois, Ltd.; Coty (England), Ltd.; Richard Hudnut, Ltd.; S. Maw, Son & Sons, Ltd.; Morny, Ltd.; R. J. Reuter Co., Ltd. (4711 products). Special price tickets are included with each gift case issued by Bourjois, Coty, Potter & Moore, and Reuter. Decorative cards to carry the sender's name are included by Coty (a tear-off of the price ticket) and Potter & Moore. Amongst display matter sent in were a series of special Christmas slogans in colour on strutted or shelf-edge cards by Coty ; embossed and cut-out stands for "Carillon" perfume by Atkinsons ; a series of cut-out stands and price cards in green and shades to harmonise, Mrs. Pomeroy, Ltd.; embossed moulded stand in black and white for "Mischief" perfume, Saville ; blue and silver display stand for "Evening-in-Paris" perfume, Bourjois ; embossed three-fold screen in gold and mottled brown, with cut-out figures in full colour, Potter & Moore ; humorous cartoons in two colours for Vinolia Shaving Stick.







Perfumes "As Advertised"

What advertisements are likely to appear, and in what papers, are factors that the retailer requires to take into consideration before deciding what stocks to buy

EVERY Christmas season the perfumery manufacturers are among the important advertisers in the lay press, and it is reasonable that chemists should have some idea of the extent of this advertising so that they can be prepared for the likely demand. Below we give information received from some of the best-known makers.

J. & E. ATKINSON, LTD., are featuring their new perfume "Carillon" and their well-known gold medal eau de Cologne in advertisements in three London dailies: "Telegraph," "Mirror" and "Morning Post"; in "Punch" and the "Tatler"; and in ten periodicals for women: "Vogue," "Woman's Journal," "Woman and Beauty," "Britannia and Eve," "Woman's Fair," "Woman's Sphere," "Mother," "Leisure," "Harper's Bazaar" and "Everywoman's."

RICHARD HUDNUT, LTD., have planned a big campaign having as its theme "eye-matched make-up." Large spaces at frequent intervals have been booked in all the national daily and Sunday picture papers; in many women's periodicals: "Vogue," "Leisure," "Woman and Beauty," "Miss Modern," "Woman's Fair," and in three film weeklies: "Film Weekly," "Film Pictorial" and "Picturegoer." Wherever possible double-page spreads in colour are being inserted. Full information for dealers is given in an illustrated folder which may be obtained from the makers.

A. & F. PEARS, LTD., are maintaining their all-the-year-round advertising in five national dailies: "Express," "Herald," "Mail," "Mirror" and "News Chronicle"; two London evening newspapers: "Standard" and "Star"; some three dozen provincial dailies and several weeklies. They point out that the various caskets are priced at the totals of the standard-priced goods they contain. There is thus no risk of loss to the seller; to the recipient there is the attraction of a container that will serve for many years as a glove or handkerchief box.

Reproductions of advertisements which will appear during the Christmas Season.

BOURJOIS, LTD., following upon consistent advertising throughout the year, have planned the biggest intensive Christmas season campaign they have ever organised. The main appeal will be through the national newspapers appealing to women, though other national newspapers will also be employed. Popular women's magazines and film weeklies will reinforce the appeal of the dailies. The media selected are:—

Daily Mirror	Everywoman's	Woman's Fair
Daily Sketch	Britannia and Eve	Woman's Sphere
Daily Mail	Good Housekeeping	Film Weekly
News Chronicle	Woman's Journal	Picturegoer
Evening Standard	Woman and Beauty	Weekly Illustrated
Sunday Pictorial	Modern Woman	Passing Show

New show matter is available.

H. BRONNLEY & CO., LTD., are concentrating on their Gardenia and English Fern series. The black, white and silver presentation of Gardenia was introduced last season and proved a great success; English Fern has an established reputation, but appears this year with improved labels of modern design in green and mauve. Advertising has appeared throughout the year, but will be considerably increased in September, October, November and December. Full pages in two colours will appear in "Vogue," the "Sketch" and others. "Punch," the "Bystander" and the "Tatler" will be other papers used. New showstands and leaflets are available for both series.

POTTER & MOORE, LTD., are following an extensive autumn advertising campaign for their powder-cream with a series of advertisements for Christmas coffrets. The advertisements will appear frequently in the "Daily Mail," the "People" and three picture papers: "Daily Mirror," "Daily Sketch" and "Sunday Pictorial." Large spaces have been booked.

R. J. REUTER CO., LTD., have prepared a more ambitious advertising programme for the Christmas season than ever before. Included among the many publications selected to carry the advertisements are:—

Daily Mirror	Daily Telegraph	News Chronicle
Daily Mail	Daily Sketch	Evening Standard
Observer	Sunday Chronicle	Sunday Express
Sunday Mercury	Sunday Sun	Sunday Pictorial
Glasgow Bulletin	Belfast Telegraph	Irish Independent
Irish Times	Britannia and Eve	Tatler
Vogue	Film Weekly	Picturegoer
Weekly Illustrated	Everywoman's	Miss Modern
Modern Woman	Nash's	Woman and Beauty
Woman's Journal	Dress and Beauty	Good Housekeeping
Good Needlework	Modern Home	Needlewoman
Stitchcraft	True Story	Weldon's Ladies' Journal
Wife and Home	Woman and Home	Woman's Fair

The slogan "Santa Claus' telephone number is 4711" will be prominent in each advertisement.

Trade Notes and Novelties

HALIVEROL CAPSULES.—Parke, Davis & Co., 50 Beak Street, London, W.1, announce an introduction of Haliverol in a new pack. Chemists are invited to send for terms.

BONUS OFFER.—Howards & Sons, Ltd., Ilford, announce a special bonus offer of Howards aspirin tablets during October and November. Details are given in our advertisement pages.

IODINE SMELLING SALTS.—J. W. Simpson (Chemist), Ltd., Aldwych House, London, W.C.2, have introduced a new Simpson iodine product in the form of smelling salts. We are informed that this new product will be backed up by an intensive advertising campaign starting in about ten days' time.

SANTA CLAUS.—The R. J. Reuter Co., Ltd., Bedford Avenue, Slough, draw attention to their blue and gold labelled eau-de-Cologne 4711. Chemists are invited to give 4711 a first and foremost display. Special new Christmas packings are available.

SPECIAL OFFER.—H. E. Stevenson & Co., Ltd., 10 Pancras Lane, Queen Victoria Street, London, E.C.4, announce a special offer for synthetic ottos. Details are given elsewhere in this issue.

JAEGER WOOL BELTS are advertised in this week's issue. It is stated that these belts, manufactured by The Jaeger Co., Ltd., 95 Milton Street, London, E.C.2, are recommended by the best medical and nursing authorities.

HORLICK'S MALTED MILK.—A "true success story" is told elsewhere in this issue in regard to Horlick's malted milk made by Horlick's Malted Milk Co., Ltd., Stoke Poges Lane, Slough. Intensive propaganda is undertaken on behalf of this product, and chemists are invited to benefit from the results of Horlick's advertising in the press, the cinema and elsewhere.

THE COUNTY PERFUMERY CO., LTD., North Circular Road, London, N.W.10, have introduced a new Brylcreem Christmas pack containing tubes of Brylcreem, shaving cream and of tooth paste together with a packet of six safety razor blades.

STAINLESS STEEL.—A handsomely printed *brochure* has been issued on behalf of G. Hopkins & Sons, Ltd., 40 - 52 Holloway Road, London, N.7, which is concerned with stainless steel manipulation. The *brochure* is profusely illustrated and contains many examples of the various uses of Staybrite steel for numerous industries, including chemical, pharmaceutical, mineral water, dyeing, etc.

BUTY-TONE.—Beauty Proprietaries, Ltd., Eagle House, Jermyn Street, London, S.W.1, are offering Buty-Tone creams in shilling tubes. Full details are given elsewhere in this issue.

A NEW FROZOCLONE PACK.—R. Demuth's Laboratories, 68 Salusbury Road, London, N.W.6, have introduced a new pack for their popular Frozoclone. This is designed especially for ladies' handbags. This product is unique in that it is the original solid eau-de-Cologne product. Carnate nail polish, which is prepared by the same firm, is said to prevent brittleness of the nails. New display material is available on request.

EVENING IN PARIS.—Bourjois, Ltd., Queen's Way, Croydon, Surrey, draw attention to the popular Evening-in-Paris perfume and toilet accessories.

SHAVING BRUSHES.—Edward Hack, Ltd., 73-78 High Holborn, London, W.C.1, are offering anti-thrax shaving brushes in this issue on advantageous terms.

ILFORD, LTD., Ilford, have issued a new leaflet entitled "Lantern Slides in Colour—by the Dufaycolor Process." Copies of this publication may be obtained on request.

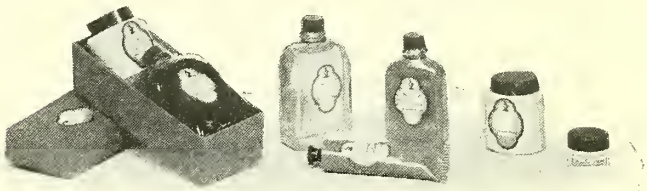
CAPSULES.—James Woolley, Sons & Co., Ltd., Victoria Bridge, Manchester 3, offer hand-made capsules in this issue. These capsules are described as being accurate and attractive.

BRITISH PHARMACOPŒIA.—We understand that an addendum has been issued in respect of the British Pharmacopœia, 1932, and it will be published on December 29. In the meantime, the addendum may be examined at 44 Hallam Street and also in Edinburgh and Dublin.

ELASTOPLAST.—Elastoplast and Paragon products are offered to the chemist elsewhere in this issue by T. J. Smith & Nephew, Ltd., Neptune Street, Hull. Elastoplast Patchettes popularised the elastic adhesive first-aid dressing, and this product is now packed twelve in a wallet for pocket or bag.

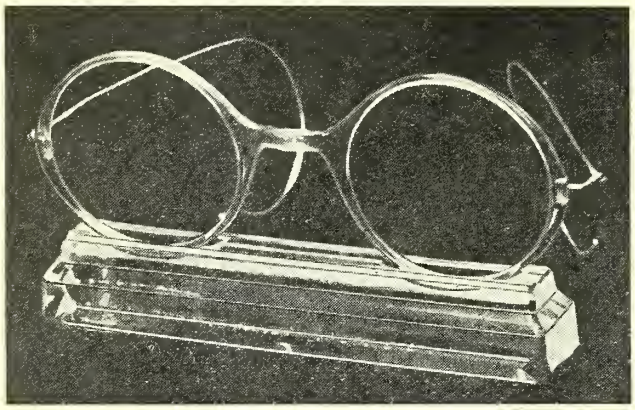
BURGOYNE'S AT CHEMISTS' EXHIBITION.—Burgoyne, Burbidges & Co., Ltd., East Ham, London, E.6, invite chemists to see the new neon sign at the Chemists' Exhibition at their stands 9, 10, 11. The neon sign is offered to purchasers of Red Diamond brand products. Full details may be had at the exhibition.

POMEROY PRODUCTS.—Mrs. Pomeroy, Ltd., 29 Old Bond



Street, London, are offering seven products for six until the end of October.

OPTICAL STAND.—Illustrated herewith is a new glass optical stand, for spectacle and eyeglass display, prepared by Jack



L. Barnett, Ltd., 12 Meadow Lane, Leeds 11. This stand takes up little space and is both useful and decorative. Further details may be had on application.

RASPBERRY VINEGAR.—John Thompson (Wholesale Druggists, 1921), Ltd., 27/35 Duke Street, Liverpool, are offering raspberry vinegar specially prepared for pharmaceutical use. Full details are given in our advertisement pages. Evans Sons Lescher & Webb, Ltd., Hanover Street, Liverpool, are offering new season's make of raspberry vinegars. These products are made from freshly gathered fruit and are guaranteed to be free from any synthetic addition. Inquiries for samples and quotations are invited.

ASTHMA TABLETS.—The International Laboratories, Ltd., 30-42 Smedley Street, London, S.W.8, make an announcement in this issue in regard to Do-Do asthma tablets. The formula is disclosed, and it is stated that it is the same whether it is prescribed by the doctor or bought over the counter.

NEW PRODUCTS.—Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, are showing at the Chemists' Exhibition, Stand No. 63, two new products, namely, Scuroform Anæsthetic lozenges and Planacrine antiseptic lozenges. Further details are given in our advertisement pages.

NEW BOTTLE DESIGNS.—The International Bottle Co., Ltd., 48 Fore Street, London, E.C.2, have sent us a photograph of the new bottles which they produce and describe as "Skyline Series." This series is issued in 6, 8, 12 and 16-oz. sizes; they

can be supplied with black bakelite, coloured beetle and scarab caps, rolled edge, double shell and duplex metal caps, and are recommended for use by makers of bath salts, hair cream, pharmaceutical products, food and druggists' products.

ARCH SUPPORTS.—The Bartlett Distributing Co., Ltd., 37 Hatton Garden, London, E.C.1, have introduced the Bartlett's arch support iodine and boracic insoles. Bartlett's iodine socks have already reached the total of two million sales.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1936, p. 322.

(From "The Trade Marks Journal," August 19, 1936.)

"SOMNIA"; for perfumery (48). By Ebe, Ltd., 11 Diana Place, London, N.W.1. 568,878.

"CREOFIX"; for hair cream (48). By The Rosmarine Manufacturing Co., 206 Tower Bridge Road, London, S.E.1. 569,723.

"AMOSAN"; for toilet lotion (48). By Eugene Hedwige, 27 Rudloe Road, Clapham Park, London, S.W.12. 568,373.

"CASCELA"; for skin preparations (48). By Ascela Bloom Products, Toadmoor Road, Ambergate, Derbyshire. 569,784.

"NOD-DA-MEL"; for deodorisers (48). By H. M. Willcox, 38 Regent Park Square, Glasgow. 570,061.

Picture of lavender girl on pony; for perfumery (48). By Potter & Moore, Ltd., Tyssen Street, Dalston, London, E.8. 570,014. (Associated.)

(From "The Trade Marks Journal," August 26, 1936.)

"ARISTOCHROM"; for photographic chemicals (1). By Koh-i-Noor Pencil Factory, Gerstnerstrasse, 58, Budweis, Czecho-Slovakia. 568,381.

"VELORTEX"; for manufacturing chemicals (1). By The Amplifier Illumination Co., Temple Street, Wolverhampton. 568,779.

Label designs including the words '"Rodine" phosphorus' (or "Rodine" red squill), illustration of rats, and name and address of manufacturers (illustration of rats disclaimed); for vermin destroyers (2). By T. Harley, Ltd., 55 South Methven Street, Perth. 569,223/4. (Associated.)

"ANTOSTAB"; for veterinary chemicals, etc. (2), for medicinal chemicals (3). By Boots, Ltd., Station Street, Nottingham. 569,543/4. (Associated.)

"WEJA"; for medicinal chemicals (3). By Attwood Bros., Ltd., 130 Chatsworth Road, London, E.5. 568,490. (Associated.)

"CASSONA"; for medicinal liquorice (3). By Potter & Clarke, Ltd., Artillery Lane, London, E.1. 569,097. (Associated.)

"BACTONE"; for rheumatic ailments (3). By S. G. Tydeman, 23 Victoria Square, Clifton, Bristol. 569,378.

"VEGETEX"; for rheumatic medicaments (3). By Modern Health Products, Ltd., 38 Langham Street, London, W.1. 569,432.

"DIXYNOL"; for medicinal chemicals, excluding soap (3). By N. Camgadis, Rue Fouad 28, Alexandria, Egypt. 569,459.

"CHYPREME"; for all goods (3) and (48). By Les Parfums Chypron, S.A., 56 Rue Louis Blanc, Courbevoie (Seine), France. 570,032/033. (Associated.)

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, September 21

Forty-fifth Chemists' Exhibition, Horticultural Hall, Westminster, London, S.W.1, at 11 a.m. Opening by the president of the Pharmaceutical Society (Mr. Thomas Marus). Closing times each day: 21st and 22nd, 8 p.m.; 23rd and 24th, 9 p.m.; 25th (last day), 7 p.m.

Tuesday, September 22

Hair and Beauty Fair, Olympia (Empire Hall), London, S.W.14, at 3 p.m. Opening ceremony by the Rt. Hon. Mr. Ernest Brown (Minister of Labour). On subsequent days the fair will open at 11 a.m. (ceremony at 12 noon). Continues until October 1.

Wednesday, September 23

Wembley and District Chemists' Association and Branches, Rest Hotel, Harrow. Supper-dance. Dancing, 8 p.m. till midnight. Tickets, 4s. 6d. each, from Mr. S. Jones, 11 Gooseacre Parade, Kenton.

Thursday, September 24

Pharmaceutical Society, Leeds and District Branch, Hotel Metropole, Leeds, at 8.30 p.m. Mr. H. Hodgson: "An Entertaining Chat on Photography." Illustrated by cine films and lantern slides.

EXHIBITIONS.—To September 30, Professional Photographers', Royal Institute Galleries, 195 Piccadilly, London, W.1; to September 25, Grocers' and Provision Dealers', Agricultural Hall, Islington, London, N.1.

Births

Notices for insertion in this column must be properly authenticated.

Ross.—At 574 Paisley Road West, Ibrox, Glasgow, on August 23, the wife of J. S. Ross, chemist and druggist, of a son.

Wedgwood.—At "The Limes," Hartshill, Stoke-on-Trent, on September 14, Hilda, the wife of S. L. Wedgwood, M.P.S., "Grangemere," Sandon Road, Meir, of a son.

Marriages

Bingham—Cooper.—At St. Mark's Church, Talbot Village, Dorset, on September 14, Walter Maxwell Bingham, M.P.S., son of Mr. W. A. Bingham, M.P.S., Charminster Road, Bournemouth, to Cicely Josephine Cooper.

Bown—Siddall.—At St. Martin's Church, Canterbury, on September 14, William Edgar Bown, M.P.S., M.I.C.O., son of Mr. W. H. Bown, M.P.S., Southsea, to Dorothy, youngest daughter of Mr. F. Siddall, Canterbury.

Buckley—Murphy.—At St. Mary's Church, Glossop, on September 5, Norman Buckley, M.P.S., Darlaston, to Annie Cecelia Murphy.

Fleming—Smith.—At the Church of Our Lady and St. Thomas of Canterbury, Dudley, on August 31, John Fleming, M.P.S., to Edna Marian Smith.

Lockett—Nettleton.—At Holy Trinity Church, Southport, on September 2, Frank Lockett, M.P.S., to Frances E. Nettleton.

McCullagh—Parker.—At Rathfarnham Parish Church, on August 3, Robert J. McCullagh, M.P.S.I., to Dorothy I. Parker.

Russell—Hamilton.—At Chalmers Street Church, Dunfermline, on September 2, James Russell, M.P.S., Croydon, to Christine Hamilton.

Smith—Rennie.—At St. Mark's Church, Little Common, Sussex, on September 7, Frederick David Perrin Smith, M.P.S., son of Mr. F. Lewis Smith, M.P.S., Hereford, to Margaret Jean Rennie.

Thomas—Webley.—At the Church of Christ, Melbourne Road, Leicester, recently, Thomas Watkin Thomas, Ph.C., pharmacist at the Norfolk and Norwich Hospital, Norwich, to Muriel Webley.

Thomson—Broatch.—At Dryfesdale Church, Lockerbie, on September 11, Alexander O. Thomson, to Davidena Sybil Broatch, M.P.S.

Deaths

Cuthbert.—On September 7, Mr. Harry Holmes Cuthbert, M.P.S., 3 Station Parade, Shortlands, Kent, aged fifty-seven.

Glass.—At his home, The Sussex House, Shirley Drive, Worthing, on September 14, Mr. John Ellis Glass, formerly for many years publisher of "The Ironmonger." Mr. Glass retired in 1928 after being associated with the paper for thirty-one years. Since that date he has lived at Worthing, where he found scope for his energy and ability in the municipal work of the borough.

Mannock.—At Accrington, on September 1, Mr. Thomas Mannock, chemist and druggist, aged forty-six.

Moss.—At Earls Colne, Essex, on August 30, Mr. Ernest William Moss, chemist and druggist, Newmarket Road, Cambridge, aged sixty-five.

Parkin.—On August 31, Mr. Walter Harry Parkin, M.P.S., 51 Bristol Road, Edgbaston, Birmingham, aged forty-four.

Rayson.—At 280 Alfred Street, Nottingham, on September 14, Mr. John Thomas Rayson, M.P.S. Mr. Rayson, who qualified in 1874, carried on for a large number of years the business at the above address, and since his retirement it has been conducted by his son-in-law, Mr. G. W. Daykin, M.P.S.

Reynolds.—At Cheadle Royal Hospital, Cheshire, Mr. Frederick Thomas T. Reynolds, of Birkdale, and a former Mayor of Southport. A chemical and dyestuffs merchant in Manchester, he had for over fifty years been actively associated with Millwards Merchandise, Ltd., and at the time of his death was governing director. He was one of the founders and a chairman and vice-president of the Chemical and Dyestuffs Traders' Association, a Liberal, well-known in the Methodist Church, and had travelled extensively in many parts of the world.

Thomas.—At Katoomba, Australia, on August 29, Edward William Thomas, chemist and druggist, aged fifty-two. Mr. Thomas was formerly in business at Ferndale, Glam., and went to Australia in 1918.

Personalities

Major J. H. B. Wigginton, M.C., T.D., M.P.S., director of Erasmic, Ltd., Warrington, is to contest the Latchford ward in the forthcoming local municipal election.

At the quarterly meeting of the newly-formed Trinity Methodist Circuit, Blackburn, on September 10, Councillor W. E. Woolley, J.P., M.P.S. (Cupal, Ltd., manufacturing chemists), was appointed a circuit steward.

Mr. H. Holgate, who is indentured with Reynolds & Branson, Ltd., Leeds, has been awarded a County Technological Scholarship tenable for the three years degree course in pharmacy at the Victoria University, Manchester.

Mr. J. Ivatts, senior representative of C. E. Fulford, Ltd., Carlton Hill, Leeds, was made the recipient upon his retirement of an inscribed gold wristlet watch, on September 12, by the directors and staff as a token of esteem and respect after thirty-two years' service. Mr. H. N. Size succeeds Mr. Ivatts as London and district representative.

The presentation of the Charter of incorporation of Surbiton as a borough was made on September 16 by the Lieutenant of Surrey (Lord Ashcombe) to the Charter Mayor, who, as mentioned in the *C. & D.*, September 12 (p. 295), is Mr. H. S. Durbin, Ph.C. Mr. Durbin is a well-known pharmacist with businesses in Surbiton, Kingston-upon-Thames, Wimbledon, Putney, Croydon and Ealing. He was born in Chelsea, apprenticed to a chemist in Clapham and in 1897 entered the Pharmaceutical Society's school, passing the Minor in the following year and taking the Major qualification in the year after that. After two years' partnership with his brother in Wandsworth he started on his own account in Surbiton, extending his business activities to adjacent neighbourhoods as time went on. For some years Mr. Durbin was secretary of the Thames Valley District Pharmacists' Association (the training ground for many distinguished pharmacists), and in 1929 became president of the Association, a position he occupied for two years. He entered municipal life sixteen years ago, when in 1920 he became a member of the Surbiton Urban District Council, and he held the office of chairman of that body for three years. He is one of the mainstays of the Surbiton Hill Methodist Church and has held every office open to a layman. He is, furthermore, an ardent Rotarian and a past-president of the Kingston Rotary Club. His recreations include tennis, badminton and ski-ing.

Mr. H. S. Durbin, M.P.S.

Telegrams: "Atolene Sedist, London."

Telephone: Bermondsey 1141

JOHN BELL (brand)
TIN-OX TABLETS
A modern remedy for Boils, Acne, Carbuncles, etc.
Send for Sample and Full Particulars

John Bell, Hills & Lucas Ltd.
Oxford Works, Tower Bridge Road, London, S.E.1

"Ty-phoo"

is the tea which doctors throughout the country are now recommending to patients with whom ordinary tea disagrees.

"TY-PHOO" IS
"THE BEST PAYING LINE IN THE TRADE"
(20½% on selling price)

Applications invited for sample and terms
Sumner's "Ty-phoo" Tea Ltd., Birmingham
(Not connected with any other House)

Katherine Howard

. . . get particulars of the big **BONUS OFFER** *of these nationally advertised lines*

Advertising in the "Daily Express," "Daily Mirror," "Daily Sketch," "Sunday Dispatch," and women's papers, is creating a big demand for Katherine Howard's Liquid Eyelash Grower and Avocado Wrinkle Oil. This bonus represents one of the finest offers ever made to chemists. Write now for full details.

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EXTRA RECTIFIED **ALCOHOL** FOR PERFUMERY
Write for Prices
JAS. BURROUGH Ltd. 1 Gale Distillery, LAMBETH, S.E.11 1

Wyleys

COVENTRY
BISMUTH AND MAGNESIA TROPELS
(Registered)
Containing Bismuth, Magnesia, Pepsin, Bicarbonate of Soda and Peppermint, 7 lbs., **2/9** per lb.; 14 lbs., **2/8** per lb.; 28 lbs., **2/7** per lb.; 1 cwt., **2/6** per lb.
Envelopes and Cartons free with all orders. Handsome coloured showcards on application.

C.M.X. MODERN GERMICIDAL PRODUCTS
. . . offer a wide field of utility—contain Chloro-Meta-Xylenol—a potent, non-toxic, non-irritant, stainless germicide. Issued as C.M.X. ANTISEPTIC (for dressing wounds, disinfecting hands and for general surgical purposes), Winchesters (½ gall.), **5/-** each; One Gallon Cans, **8/6** each. C.M.X. SURGICAL (for sterilising instruments, rubber gloves, etc.), Winchesters, **5/-** each; One Gallon Cans, **8/6** each. C.M.X. OBSTETRIC CREAM (most useful in Midwifery), Collapsible tubes, **8/-** per dozen. C.M.X. PESSARIES (for all inflammatory utero-vaginal conditions in females of all ages, particularly in Leucorrhœa). In boxes of 12, **24/-** per dozen.

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Felsol (Regd) BRAND POWDERS
for
Asthma

Continuous Propaganda conducted with the Medical Profession.

P.A.T.A. terms upon request.

BRITISH FELSOL COMPANY, LTD.
15 CAROLINE STREET, LONDON, W.C.1

PRACTICAL METHODS OF URINE ANALYSIS. Price **4s. 3d.**
THE CHEMISTS' DICTIONARY OF MEDICAL TERMS. Price **3s. 8d.**

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

S/12. Cloettas
E/16. Heather cosmetique
L/11. Kestrel perfumery products
H/15. Kurlietop (for children's hair)
E/15. Lavilene
E/16. Mernal for poultry
J/99. Pakeman's Powders (veterinary)
E/15. Pandora Bloom
R/15. Pilochlorine

THE

CHEMIST AND DRUGGIST

VOL. CXXV. September 19, 1936 NO. 2954

Christmas Buying

This issue of The Chemist and Druggist presents a series of illustrations and information which it is hoped will assist the retail chemist in regard to his Christmas buying. We have endeavoured to link up the theme of harmony in cosmetics with perfumes, and in this direction we hope that the retail chemist will be able to classify perfumes in accordance with the needs of the user. In our issue of August 8, we commented upon the production of shaving brushes; in this issue we draw attention to the method followed in importing shaving-brush bristle, and at the same time we present a variety of shaving brushes from well-known manufacturers. Although we have included articles on gifts for men and gifts for children, omitting the eternal feminine, we are, nevertheless, aware of the fact that much of the Christmas buying is done by women, and we make no apology therefore for omitting a special article on gifts for them. Manicure sets are always appropriate, and we have endeavoured to describe some of the latest and most choice which have come before our notice. With regard to window-dressing, we have presented what in our opinion is a novel window in the hope that it may be of some service to the retail trade. An unusual feature is the presentation of Japanese windows, and while Japanese windows may not be suitable for us in this country, yet the attractive designs may furnish ideas to window dressers. At the same time, it should be noted that in one of the displays are shown many products made in this country. At Christmas time the floodgates are opened so far as buying is concerned and the chemist who does not take advantage of this period is behind the times. The feast of St. Nicholas or, as it is perhaps better known, Christmastide, is the time when the purse-strings of the great purchasing public are loosened. The chemist today has to make up his mind as to whether or not he pins his faith to the ethereal idea of the Pharmaceutical Society in regard to the practice of pharmacy or to the concrete fact that he is a man of commerce. In this number we have endeavoured to show the practical pharmacist how he can benefit from the efforts of those who are busily engaged in producing articles for the Christmas trade. In our advertisement pages will be found the announcements of the firms who matter so far as the drug trade and allied trades are concerned.

The Produce Markets

It is a very long time since the conditions which effect the crude drugs and essential oils markets have been so unsettled and the future so uncertain as they are to-day. Political and economic circumstances, jointly and independently, have brought about an almost general condition of upheaval that has made experience of the markets and the accepted rules of prudent buying and selling, if not dangerous, certainly of little use. Yet, despite these unusual conditions and the further risk of a slump in some European rates of exchange, it can be recorded that business generally has been quite good. The reason, no doubt, being that it is now realised commodity values are definitely on the up-grade. In crude drugs there is a shortage of Cape aloes and buchu, which can be traced to the wave of prosperity in South Africa bringing about the cultivation of areas hitherto left in a more or less wild state. After years of over-fed markets and low prices cascara sagrada is now firm on a short supply. Following last year's boom in ergot, prices are again at high levels, due to stoppage of supplies from Spain. Other Spanish produce, such as mercury, olive oil and saffron, all show very substantial increases on the values of a few months ago and the future is indefinite. Italian crude drugs have, during the past twelve months or so been affected in the same way by the ban on imports and the present deadlock in shipments. During the past four months Persian tragacanth has persistently advanced, the increase in the best grades being about one hundred per cent. To-day, there is a famine of the finest white ribbon, due to trouble between shippers and the authorities. In nearly all these products it is useless to attempt to forecast the future trend of the markets, which will largely depend on political and economic developments. In the essential oils markets the group of Sicilian oils are of first importance; the stoppage of shipments to this country continues and high spot prices are the natural result. The decree controlling production and marketing of these citrus oils, published on p. 341 of this issue, will be read with interest by the trade. This appears to be a determined effort to return to the former standard of genuine oils of good quality. If it succeeds it will undoubtedly mean higher prices and it will also mean the end of made-up oils. The sudden stoppage of shipments of anise (Star) oil, to which we referred last week (p. 297) is already reflected in substantial increases in spot values. Supplies may be forthcoming from the source when prices become sufficiently attractive, but there will be little more arriving this year. Expressed almond oil is nearly double the price it was a few weeks ago; supplies of the Spanish raw material have dried up. The Japanese products, menthol and peppermint oil, which recently experienced a bad break in the shipment positions, come under a different category. These sharp declines in values were entirely opposed to the strong reports of firmness from the source which immediately preceded them. Importers were recommended to buy one day and almost the next they received the news of the heavy fall. With no explanation so far forthcoming there is no confidence in these markets.

An Infamous Allegation

Once more the chemist is the butt of a writer whose curious views are allowed to appear in a weekly magazine. It is, of course, to be stated that this magazine circulates amongst a public which, in a sense, is learning to read. Unfortunately, however, the readers of this type of article, which is a diatribe launched against the chemist, constitute the majority of people who obtain their medicines through the National Health Insurance Acts. The reason, if there is any reason as to why such an article should appear, is difficult to fathom, especially as the writer has strung together such an absurd series of statements. The founder of the paper would no doubt have objected strongly to this type of article which is calculated to engender distrust of the chemist and even distrust of the whole system of

medication. The following quotation from the article is illuminating :—

> "Some of the drugs specified by the doctor may be expensive—digitalis, for instance, used for the treatment of certain heart troubles. In such cases the pharmacist may see his chance. Three courses are open to him : he may substitute a cheaper drug which might—or might not—have the same beneficial effect; he may include the proper drug, but only a small fraction of the amount named; or he may leave it out altogether."

There is a humorous side to the suggestion that any substitute drug for digitalis can be cheaper. So far as we are aware, every cardiac medicament used to-day is many times more expensive than digitalis which, as every chemist knows, is known in popular language as the foxglove. There is no scarcity of digitalis, and it is definitely not an expensive drug. The maximum dose of tincture of digitalis is fifteen minims. It is true that in certain cases of heart failure, greater doses are given. The modern use of digitalis may necessitate the administration of a total dose of not less than four drachms. The listed price of tincture of digitalis per pound is 5s. 6d. How a chemist, therefore, is to use with profit a substitute is perhaps only known to the writer of this article. Another interesting and erroneous statement in the article in question is that pharmacists are apparently afraid only of "a surprise purchase by an inspector under the Food and Drugs Act." How the Food and Drugs Act inspector can decide as to whether or not a chemist has substituted another cardiac medicament for digitalis can be best left to the imagination.

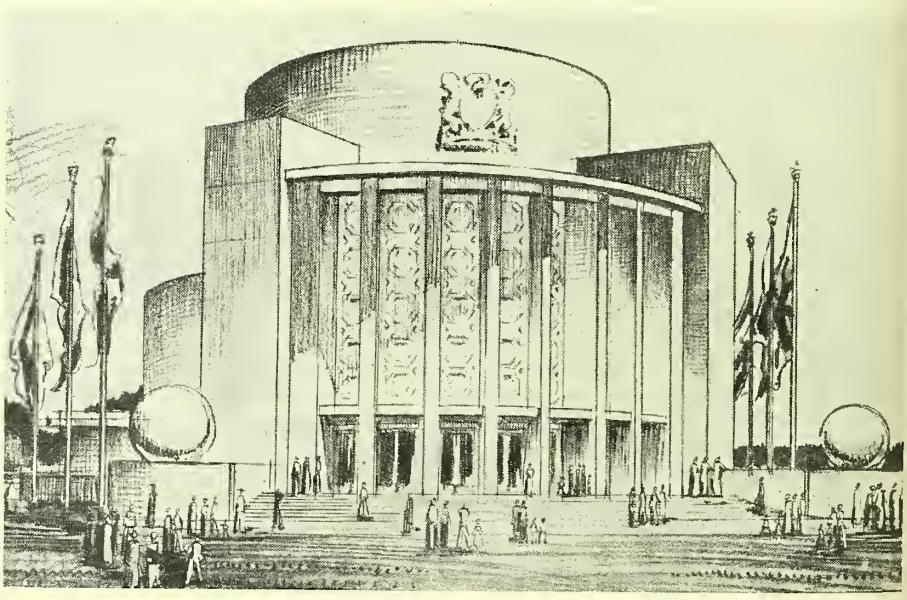
It is of interest to note that at the annual conference of the Institute of Journalists held in Edinburgh this week, the "libel racket" was discussed at length. It was suggested that a Bill should be drafted under the auspices of the Empire Press Union, so as to place the law of libel more or less on the same basis as the law of slander. It is, perhaps unfortunate that whereas an individual can retaliate in cases of slander, a body of men who by examination are qualified to take their place in the commerce of the country should be attacked in such an unwarranted and unjustifiable communication to the press without possibility of retaliation. This article brings us back to the point which we have endeavoured to make on previous occasions, namely, that pharmacy should have a propaganda department ready to reply to such unjust statements. The Pharmaceutical Society is, of course, busily engaged in other directions, but there is also the National Pharmaceutical Union to deal with such matters. It is perhaps especially for the N.P.U. to take this matter up, because of their control of chemists' interests in National Health Insurance dispensing. It is surely time that pharmaceutical affairs which have for so long been conducted underground, should come out into the light so that the members of the community may realise that pharmacy is a live concern and that its interests are safeguarded.

Council Co-option Rumours

We understand that Scottish pharmacists are keen on having a Scottish chemist co-opted in place of the late Mr. Alexander Dick. On the other hand, women pharmacists are also anxious again to be represented on the Council by a lady chemist. The forthcoming Council Meeting, therefore, will be watched with much interest. There is nothing to prevent the Council from co-opting a member of the Society who has not been a previous member of Council, and it may be that if a Scotsman cannot be selected to fill the vacancy, the appointment of a Scottish woman chemist will satisfy both points of view.

South Africa's Empire Exhibition

The Empire Exhibition at Johannesburg was opened by the Governor-General, Lord Clarendon, on September 15. We reproduce, by courtesy of the Department of Overseas Trade, a drawing of the British Government's Pavilion, which is described as one of the tallest and most striking in the exhibition. The exhibition represents a value of £2,000,000. Good fortune has attended the undertaking. Chief among the favourable factors is the period of record-breaking prosperity through which South Africa in general, and Johannesburg in particular, have been passing since the Union's departure from the gold standard at the end of 1932. The exhibition, in which all the nations of the Commonwealth are taking part with displays of their products, marks the Golden Jubilee of the City of Johannesburg. The British Government's Pavilion is a tribute of esteem from the people of the United Kingdom to the people of the Union of South Africa, and is largely devoted to illustrating the development of air, sea and land transport. It is interesting to learn that the Rand—the district surrounding Johannesburg, has, in fifty years, yielded approximately a quarter of all the gold produced in the world since the Middle Ages, and in this great achievement the chemist has played a leading part.



Shaving Brush Raw Materials

Whether it be the Badger Hair of Siberia, Central Europe and China, the Goat Hair of China, or the Hog Bristle of Europe or the East, the preparation of these materials from the time they are shaved off the raw skins until they are ready for use in the manufacture of Shaving Brushes is all carried out by hand. The "dressing" of hair and bristles is an art in which the machine has no place

BADGER hair only is used in the finest quality shaving brushes. The best badger skins come from Siberia and quite good skins are obtained from Turkey and Persia. Bosnia and Bulgaria supply skins of medium quality and an inferior quality is shipped from China. By far the most important, both in quantity and quality, is obtained from the animals common to Siberia. The amount of hair obtained from skins of British and other origins is of little or no commercial importance. There is no Empire source. The hair is carefully shaved off the skins, and the finest qualities are obtained from animals killed in the winter months. The hair is then of a better texture and colour. In the summer months the coat of the badger loses its silver-white back, which turns to a brownish colour. The hair varies considerably in length and colour, according to the part of the body from which it is taken. The finest runs along the ridge of the back and, in the winter, this provides the "white-top" hair used in the most expensive brushes. This back hair is also usually the longest, ranging from 3 to 4½ inches. The hair taken from the sides and flanks of the skins is much darker in colour, with the average length about 2½ to 3 inches. The shortest and least valuable hair comes from the belly part of the skins, and runs mostly a yellowish ill-defined colour; not much of this variety enters into the make-up of shaving brushes.

No. 1. Siberian Badger Hair, showing two knots of "white-top" and two of ordinary quality.

No. 2. A selection of Chinese Badger Hair of varying lengths.

Badger "Dressing"

The greater bulk of the Siberian skins is sent to Germany for dressing; lesser quantities to France and to this country. Latterly, however, there has been an improvement in the purchase of skins in this country as dressing in England is on the increase. The process of "dressing" is as follows:—The skin is shaved by hand, care being taken to keep the "points" one way up, and the hair is sorted into different qualities. It is then cleansed by washing and, afterwards, sterilised. The "dressing" is performed by a system of continual dragging of the hair through steel combs, until it is sorted into different sizes, varying from 1½ inches up to as much as 4½ inches. Leipzig and district is the centre of the industry in Germany. When the dressing is completed the hair is tied in "knots" of about 4 to 6 oz., ready for shipment. The whole of the process is carried out by hand.

The Chinese badger hair is treated in very much the same way. The skins are purchased by European houses in China, and the work of shaving off the hair and hand-dressing is carried out in that country, under the supervision of the European merchanting firms. The Chinese hair is much shorter than that obtained from the Siberian animal, and the colour is more or less uniform, being dark and light grey speckled, with a very small proportion of "white-top" hair. The "knots" weigh from 1 to 2 oz., with the hair 1½ to 3 inches long. Commerce in all badger hair is carried on by purchase outright; there is no consignment business. Shipments are usually made in wooden cases of from one to two cwt.

Hog Bristles

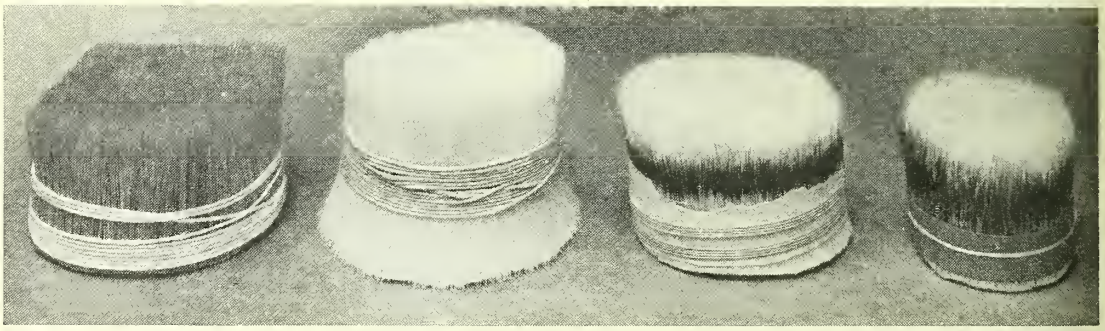
Considerable quantities of hog or pig bristles are used in the production of the medium grades of shaving brushes. The best and softest bristles come from Germany and Poland, and, to a minor extent, from France. Poland supplies a fair quality white bristle. The Chinese bristle is not suitable for shaving brushes, being mostly black in colour; the small quantity of white bristle is too stiff. Japan ships fair quantities of hog bristle, but most of it is of Chinese origin and is "dressed" in Japan. Not so much care is taken in keeping the bristles one way up, but the method of cleansing, sorting and combing to size is very similar to that employed in badger hair. Some of the bristle is bleached white and considerable quantities are dyed with markings to resemble badger hair. The natural bristle is a dirty-yellowish colour. It is 2½ to 4 inches in length and is made up into "knots" ranging from 4 to 8 oz. each.

Practically all "imitation badger" shaving brushes are made of hog bristle. The amount of bristle obtained in this country is comparatively small, and it is consumed in the upholstery industry. There is also an extra stiff bristle which comes from India, but it is of little importance in the shaving brush trade. Very large quantities of North American and Canadian hog bristles are produced, but these are dark colours and do not produce sufficient length to be of any use for brush making, and they are all consumed in the upholstery industry.

Goat Hair

China is the world source of supply for this hair, which is used in the commoner varieties of shaving brushes. The hair ranges from $2\frac{1}{2}$ to 4 inches in length and is packed in "knots" of 4 to 6 oz. The chief varieties are pure white and a greyish speckled hair, somewhat resembling the darker grades of badger hair. Quantities of this hair are used for "filling" the centres of brushes, which are usually sold as "badger and hair" brushes. The dressing of goat hair is all carried out in China. The method of "dressing" is identical to that for badger hair, but not so much care taken in sorting and grading.

No. 3. Chinese Goat Hair, showing two knots of natural white hair and two of grey speckled hair.



No. 4. European Hog Bristle (left to right): natural, bleached, and two knots dyed to resemble badger hair.

THE FINISHED ARTICLE:—Left to right: The White Knight shaving brush, a new introduction by G. B. Kent & Sons, Ltd., London (drains itself dry after use); red-handled shaving brush of badger hair, in velour-lined box, A. Simpson, London; Anti-thrax brushes of bristle mixture and (centre background) badger, Edward Hack, Ltd., London; (foreground) Meritor Streamline badger hair shaving brush, S. Maw, Son & Sons, Ltd., London; Meritor Riley badger hair shaving brush, Maw; green-handled badger hair brush in green plush-line, patterned box, Simpson; massage shaving brush, Kent (lather with the bristle end, massage with the rubber end, re-aerate with the bristle).

In a London Collection

Pharmacy Jars of Many Periods

Lambeth Delft Jar, dated 1723

THE study of the pottery and glassware used in pharmacy during past centuries has scarcely been pursued, up to the present, with the seriousness that might have been expected in view of the results likely to be obtained. In the hands of experts sufficiently versed in historical medicine the collation of specimens should yield information of great value ; and in that event some of the notes of interrogation could disappear from the relevant labels in our national collections.

Happily there are two books which to a considerable extent fill this gap. One is " Les Pots de Pharmacie . . . ," by Dr. Paul Dorveaux, which, though the text is brief and the interest

Left, Soy Jar, circa 1700. Right, Lambeth Delft Jar, dated 1723

circumscribed, is enriched with many scholarly footnotes and a glossary of labels. The other is the " Early English Drug Jars," by Mr. Geoffrey E. Howard, a mine of information on this important section of pharmacy ware which was reviewed in THE CHEMIST AND DRUGGIST on its appearance five years ago. Mr. Howard's interests as a collector are, however, by no means confined to English types ; and a few weeks since we had the privilege of examining some of his treasures derived from other sources. A brief indication of the provenance of these may, with the help of the illustrations prepared by his permission, interest our readers in many parts of the world.

Variety and Beauty

Taking the jars in their order of numeration on the next two pages, No. 1 is a Faenza albarello, dated 1566. No. 2 is Montpellier ware, a gourd-shaped vase with lid and foot ; the ground tone is yellow. No. 3 is a Venice albarello of the early seventeenth century. No. 4, an early specimen decorated with the head of a knight, is Caffaggiolo. In the next group of three, No. 5 is a jar of the chevrette type, used chiefly for syrups and oils. The type had also the Latin name caprunculum, which, Dorveaux suggests, was given because of its having a form " analogue à la figure du bouc (caper) " ; he quotes Vossius (1662) in support. This chevrette is Bassano or Faenza. No. 6, the one with the wide decorated handle, is Ferraro of the year 1574. No. 7 is Savona dated 1685. Nos. 8, 9 and 10, forming the next group, are Castel Durante: the two outer ones are gourd-shaped, and the centre piece, dating from the sixteenth century, is ewer-shaped. In the last group on this page, No. 11 is a Castel Durante albarello of the sixteenth century: No. 12, decorated with disciple and landscape, is Pessaro, *circa* 1650.

Turning to the right-hand page, we have first a group comprising (Nos. 13 and 15) two Castel Durante albarelli decorated with ecclesiastical subjects, and between them (No. 14) a rare and unusually beautiful two-handled Deruta vase dating from about 1540. The next group also consists of remarkably fine specimens. No. 16 is an Urbino albarello dated 1546—and it will be noticed that the " 5 " is laid on its side, probably through an odd fancy on the part of the designer. (Similarly quaint figures may be found in English inscriptions.) No. 17 is Faenza, with a curious decorative scheme apparently intended to portray the worship of the Golden Calf. No. 18 is Daruta ware of the sixteenth century. The other group on the same page has further distinguishing features. No. 19, a Durante piece dated 1562, has a coat of arms and initials ; No. 20, Fulda of the late sixteenth century, has a blank on the label (presumably for the name of the actual confection to be filled in) and an animal that may be taken for a boar ; No. 21, of the year 1608, shows the Papal arms. The page is completed by four single specimens. Nos. 22 and 23 are highly decorated examples of Caffaggiolo ware, dated 1541 ; No. 24, showing an heraldic device, is from Fulda ; and No. 25, gourd-shaped with Gothic characters, is an Arbrussi specimen designed in dark blue on a white ground.

Small Ointment and Confection Jars

1 2 3

From the Collection of

4

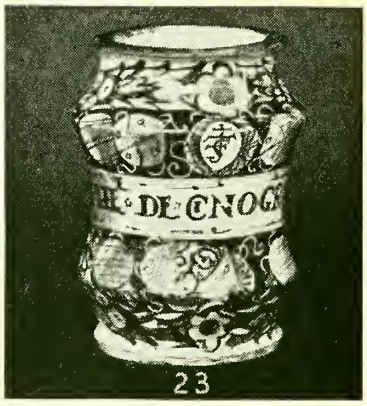
5 6 7

8 9 10

11 12

13 14 15

22



23

Mr. Geoffrey Howard

16 17 18

24

19 20 21

25

Pictures in the Text

The illustrations inserted in the text of this article are equally worth examination. The superb jar that appears at the head of the first page is of Lambeth Delft, in polychrome, dated 1723, and comes from the Revelstoke collection. One in the group of two on the same page, labelled "P: COCH: MAJ:" and also dated 1723, is from the same source. The other member of this group is a soy jar, of *circa* 1700, found on the premises of Johnson & Adams, Dundee, some years ago. The well-grooved neck suggests the careful tying on of parchment or bladder. The small objects in the group of four are more definitely utilitarian. To the ointment pot on the left inscribed "L. Coppa" may be assigned the provisional date of 1660. The one next to it bears the name of Waller & Son, Guildford; and it is safe to conjecture that a large order for these must have been given at some time, as examples appear not infrequently in salerooms. The third jar from the left is dated 1652—a fact of particular interest because of this being the date of the earliest inscribed and dated drug jar in the British Museum. "C. Anthos." is an old abbreviation for confection of rosemary. The last specimen in the row is one of the well-known Singleton Eye Ointment pots.

Examples of Hispano-Mauresque Ware

The last group in the text consists of three examples of Hispano-Mauresque ware. Those at each end date from the middle of the fifteenth century: both are fine specimens in different types of lustre and decoration, blue lustre in the left-hand jar and gold in the right-hand. The piece between them is a seventeenth-century oil jar in gold lustre. Finally, the barber's bowl at the foot of the last column, dating from about 1680 and coming from the Revelstoke collection, is noteworthy for the number of implements of that vocation with which it is decorated—a number probably greater than in any other existing specimen. The æsthetic appeal of such brilliant examples of the potter's art is expressed in the following lines:—

"Here Gubbio's workshops gleam and glow
With brilliant iridescent dyes,
The dazzling whiteness of the snow,
The cobalt blue of summer skies;
And vase and scutcheon, cup and plate
In perfect finish emulate
Faenza, Florence, Pessaro."

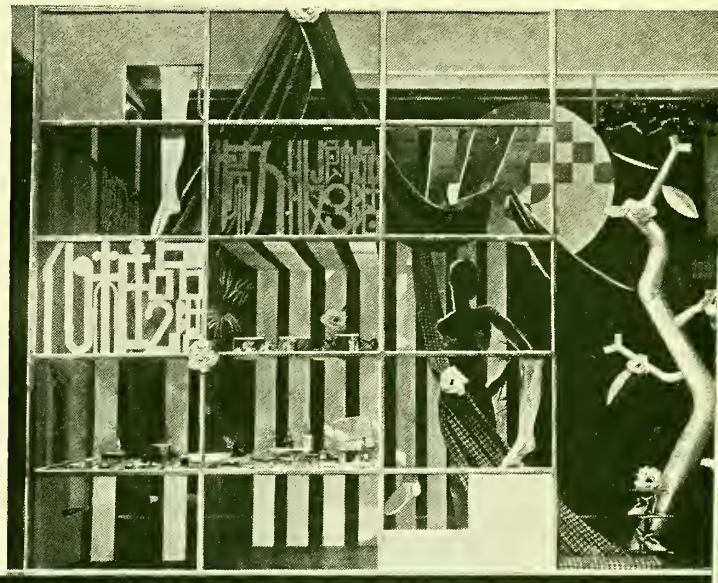
The early dates of some of the specimens referred to in this account will be noticed by those who appreciate the "points" of pharmacy ware. The beginnings of the potter's art in Europe belong rather to the general history of the subject than to antiquarian pharmacy in particular; but a few lines from a paper describing one of the processes of manufacture (a paper read at a meeting of the Royal Society of Arts several years ago) may be given by way of pendant to the lines we have just quoted from Longfellow's "Keramos":—

"The clay was thrown or moulded in the ordinary way, and submitted to a first firing. The article was then dipped in a white liquid, the dense matter in which formed a coating to the body of the earthenware. The painting was effected on this white porous substance. The article was then covered with a transparent glaze and fired again. In the second firing the white coating and the glaze were both fused, the former becoming a white enamel, generally of a milky hue, and the latter a thin layer of glass. . . . The clay in its biscuit state after the first firing was very absorbent. . . . In order to paint upon this spongy substance, which may be compared to blotting-paper, very great dexterity as well as suppleness of hand was required, which could only be gained by early training and long practice. The difficulty was increased by the nature of the paints, which were formed of a mixture of the colouring matter, itself very fluid, with pure water, without the addition of gum or any other substance to give cohesion."

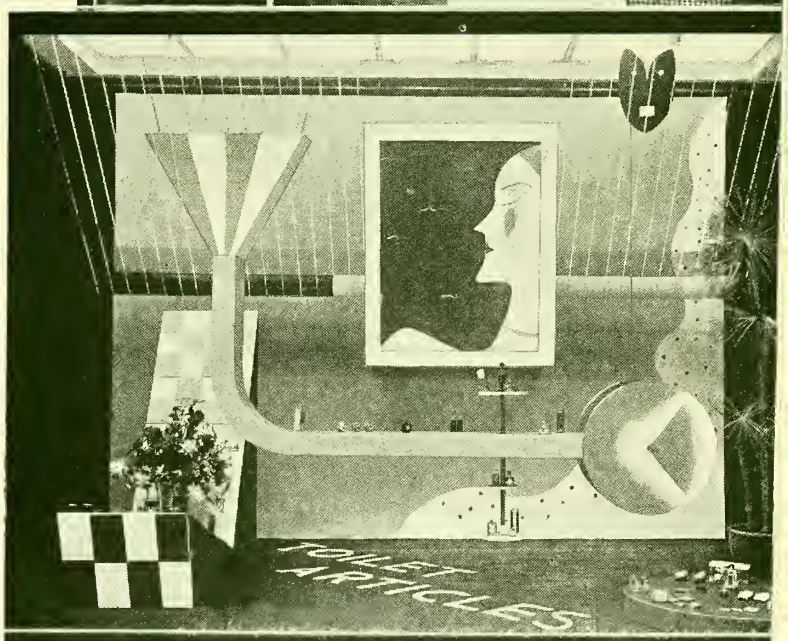
The writer of a fully documented treatise on pharmacy ware of all periods will need a practical acquaintance with the technique of the potter as well as a thorough knowledge of mediæval and Renaissance materia medica. In adding to our numerous articles on collections of this kind we have to thank Mr. Geoffrey Howard for the opportunity of supplementing the information he has made public in "Early English Drug Jars."

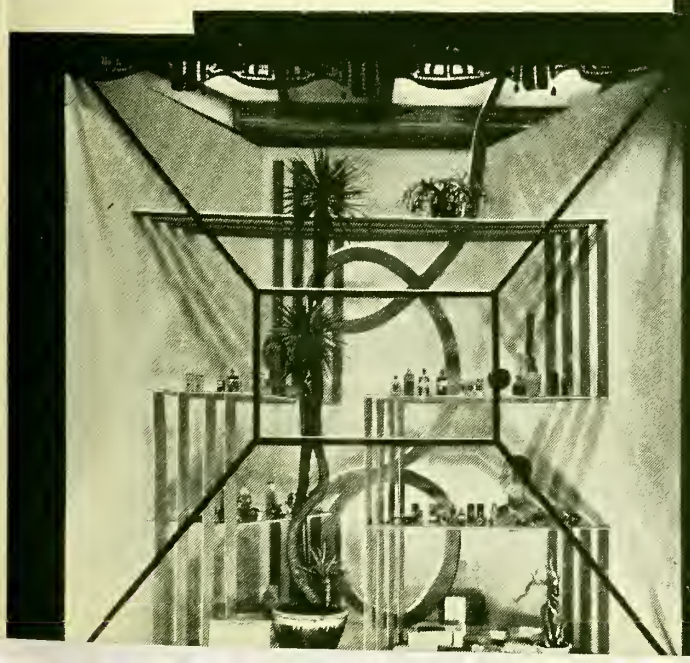
Barber's Bowl, circa 1680

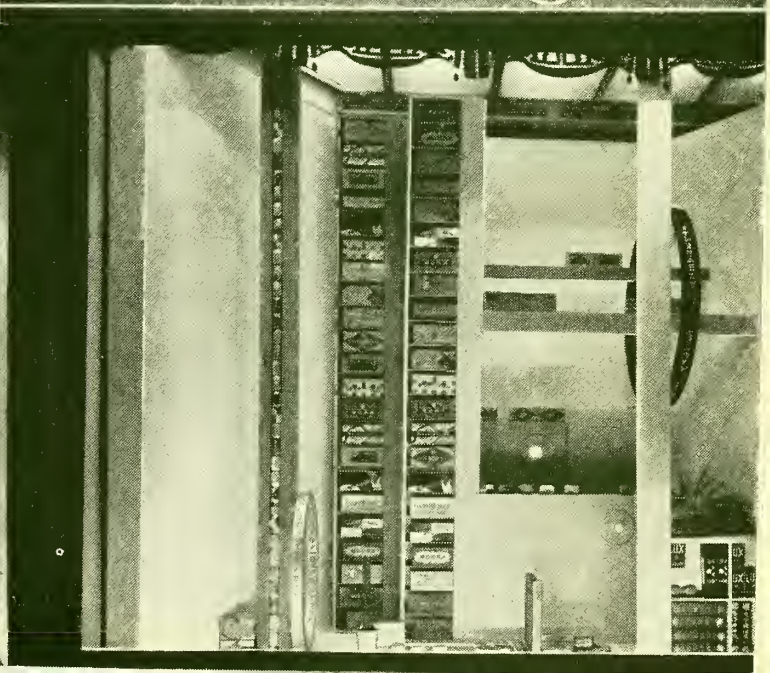
Japanese Styles of *Window Display*



FIRST impressions of the Japanese displays illustrated suggest an outlook too foreign to Western ideas to be instructive. Closer analysis disproves this. Apart from possible symbolical meanings, the visual effects deserve observation. The elements of each display are placed with subtle regard for size, position and intensity of colour; removal of one of the elements disturbs the balance and leads the eye back along the same path instead of onward by a new return route that takes in each feature in turn. To appreciate this it is only necessary to obscure the apparently irrelevant black mask in the second illustration or the white Japanese characters in the first. In the former the curious central structure becomes all-important and in the latter the tree, instead of directing the eye back to the white lettering, becomes itself the focus point. It may be argued that too much is made of the adventitious aids and not enough of the goods, but this is certainly not true of the third illustration, in which identical principles can obviously be traced. The boxes of toilet soap, many bearing English names, are shown with a studied economy of space, under the best conditions for comparison, yet without monotony. Here again the circular hoops have a definite visual purpose. In the left-hand illustration, where the structural framework seems to dominate, its straight lines are offset by the strong convolutions of another display piece. The shadows of the framework conduct the eye to the goods themselves.







Wholesalers' Christmas Displays

A display of powder puffs at Solport Brothers, Ltd., 184 Goswell Road, London, E.C.1

London and Provinces

EVERY assistance is offered by the chemist's wholesale suppliers in the matter of Christmas stocks, by means of catalogues and special displays at permanent or temporary showrooms. No catalogue, however good, is a complete substitute for the goods it describes, and, wherever possible, chemists will wish to visit the displays arranged. In addition to illustrating special shows at some of the leading London showrooms, THE CHEMIST AND DRUGGIST gives a directory of the temporary shows to be staged up and down the country by a number of wholesalers and manufacturers.

T. F. BRISTOW & CO., LTD.
(London Showroom, Mappin House, 158 Oxford Street, W.1)

BRISTOL— Grand Hotel	Oct. 5 to 9
COVENTRY— King's Head Hotel ...	Oct. 12 to 16
NOTTINGHAM— Black Boy Hotel	Sept. 28 to Oct. 2
STOKE-ON-TRENT— North Stafford Hotel ...	Sept. 21 to 25

At the London showrooms of (left) Sangers, Ltd., 258 Euston Road, N.W.1 and (right) Fenton Manufacturing Co., Ltd., 13 Bartlett's Buildings, E.C.4

COTY (ENGLAND), LTD.
(London Showroom, Coty House, 3 Stratford Place, W.1)

ABERDEEN— Palace Hotel	Oct. 12 to 16
BOURNEMOUTH— Grand Hotel	Oct. 19 to 23
BRIGHTON— Metropole Hotel	Oct. 5 to 9
BRISTOL— Royal Hotel	Oct. 20 to 22
CARDIFF— Royal Hotel	Oct. 5 to 9
COVENTRY— King's Head Hotel	Sept. 29 to Oct. 1
DUNDEE— Royal British Hotel	Sept. 21 to 25
EDINBURGH— North British Hotel	Sept. 28 to Oct. 2
INVERNESS— Station Hotel	Oct. 7 to 9
PERTH— Salutation Hotel	Oct. 5 and 6
SOUTHEND— Palace Hotel	Oct. 15 to 16
SOUTHSEA— Royal Pier Hotel	Oct. 20 to 22
SWANSEA— Metropole Hotel	Oct. 13 to 15

A varied display at S. Maw, Son & Sons, Ltd., 7 Aldersgate Street, London, E.C.1

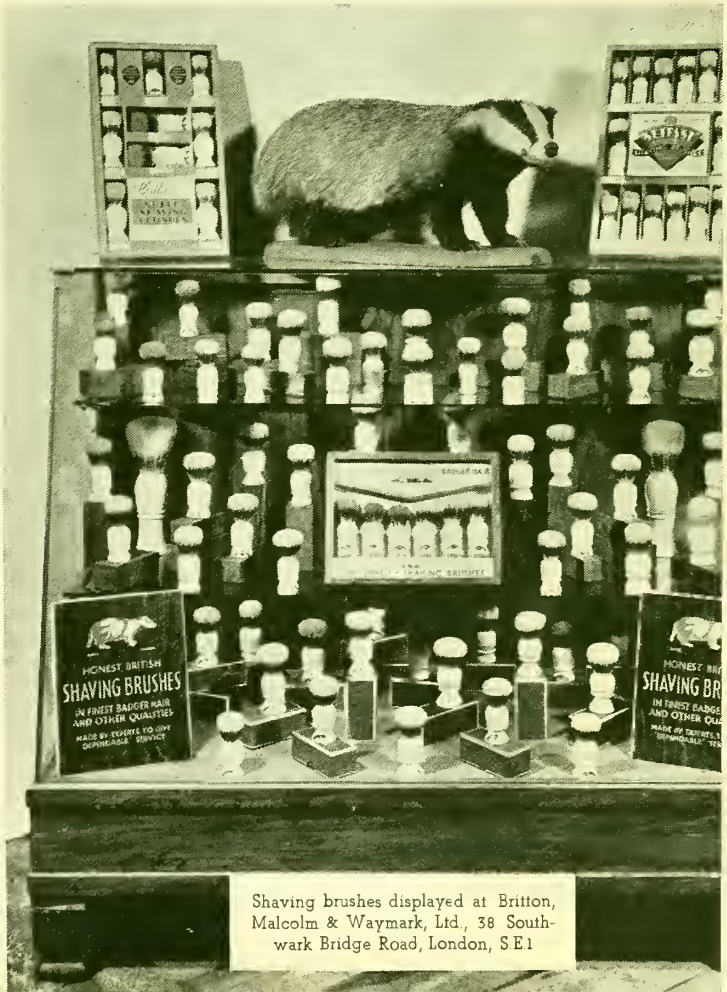
S. MAW, SON & SONS, LTD.
(London Showroom, 7–12 Aldersgate Street, E.C.1)

BIRMINGHAM	Grand Hotel, Colmore Row	Sept. 28 to Oct. 2
BLACKPOOL	Palatine Hotel	Sept. 28 to Oct. 2
BOLTON	Swan Hotel	Nov. 2 to 6
BOURNEMOUTH	Grand Hotel	Oct. 12 to 16
BRADFORD	Midland Hotel	Oct. 19 to 22
BRIGHTON	Clarence Hotel, North Street	Oct. 5 to 9
BRISTOL	Royal Hotel, College Green	Oct. 5 to 9
CAMBRIDGE	Lion Hotel	Sept. 22 to 25
CANTERBURY	Royal Fountain Hotel	Oct. 19 to 23
CARDIFF	Park Hotel	Oct. 14 to 20
CHELTENHAM	Royal Hotel	Sept. 21 to 25
COVENTRY	Wine Lodge, Corporation Street	Sept. 16 to 23
DUNDEE	Mather's Hotel	Nov. 2 to 6
EDINBURGH	Royal Hotel, Princes Street	Sept. 21 to Oct. 2
EXETER	Rougemont Hotel	Oct. 6 to 8
FALMOUTH	The Kings Hotel	Sept. 28 to 29
GLASGOW	Grand Hotel	Sept. 7 to 25
HUDDERSFIELD	George Hotel	Oct. 26 to 29
HULL	City Stockrooms, Anlaby Street	Nov. 2 to 6
LEEDS	Hotel Metropole	Oct. 19 to 30
LEICESTER	Bell Hotel	Oct. 19 to 23
LIVERPOOL	Hanover Hotel	Oct. 5 to 15
LLANDUDNO	Queens Hotel	Oct. 26 to 30
MANCHESTER	Deansgate Hotel	Oct. 5 to 15
NEWQUAY	Central Hotel	Sept. 21 and 22
NOTTINGHAM	Victoria Station Hotel	Oct. 5 to 16
PENZANCE	Western Hotel	Oct. 1 and 2
PETERBOROUGH	Angel Hotel	Oct. 26 to 30
PLYMOUTH	Continental Hotel	Oct. 12 to 14
PORTSMOUTH	George Hotel	Oct. 5 to 9
SHEFFIELD	Kings Head	Sept. 21 to Oct. 1
SOUTHAMPTON	Dolphin Hotel	Sept. 28 to Oct. 2
SWANSEA	Mackworth Hotel	Oct. 22 to 28
TORQUAY	Queens Hotel	Oct. 19 to 21
WALSALL	The Picture House	Oct. 12 to 15

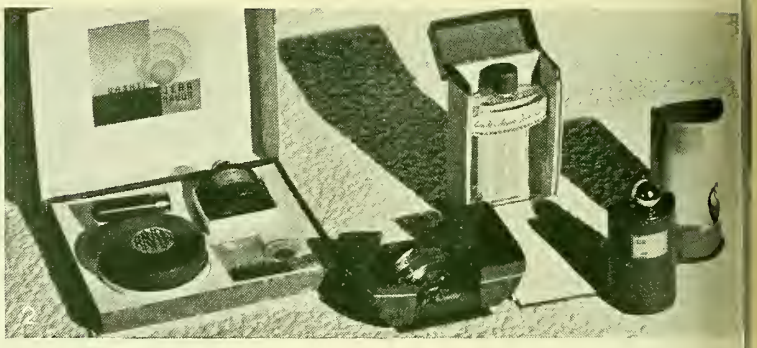
MORNY, LTD.
(London Showroom, Morny House, 201 Regent Street, W.1; representatives present by appointment)

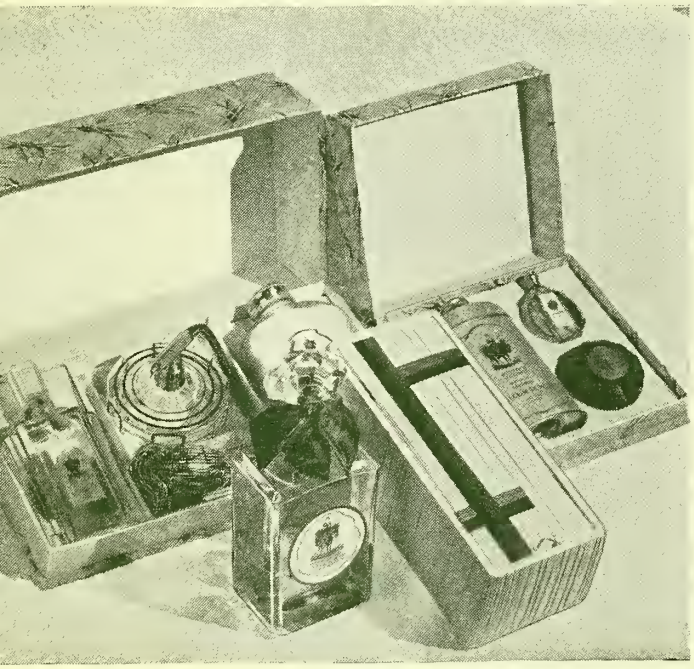
ABERDEEN	Palace Hotel	Oct. 13 to 15
BIRMINGHAM	Midland Hotel	Sept. 21 to 25
BOURNEMOUTH	Grand Hotel	Oct. 5 to 9
BRISTOL	Royal Hotel	Sept. 28 to Oct. 2
CARDIFF	Park Hotel	Oct. 5 to 9
HULL	New Manchester Hotel	Oct. 6 and 7
LEEDS	Great Northern Hotel	Sept. 29 to Oct. 1
LIVERPOOL	Adelphi Hotel	Sept. 21 to 25
NEWCASTLE	County Hotel	Sept. 22 to 24

Where to See Them



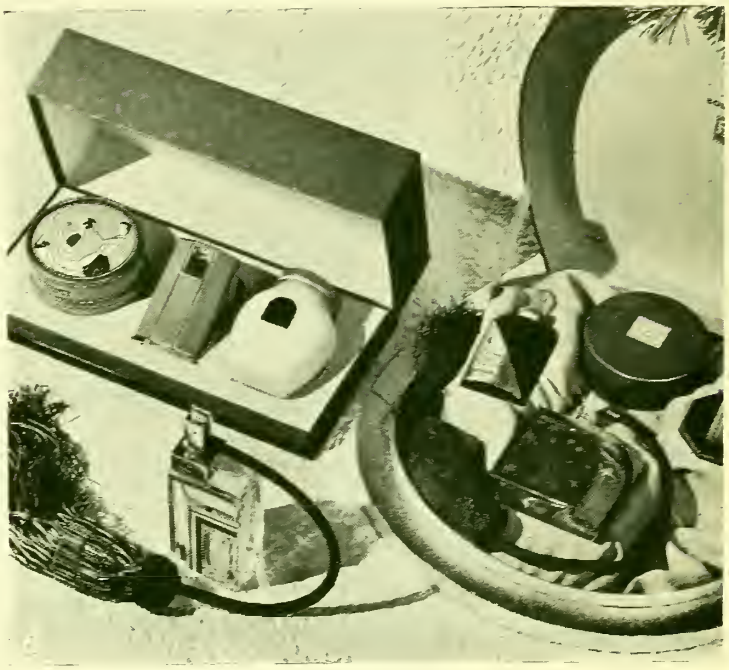
Shaving brushes displayed at Britton, Malcolm & Waymark, Ltd., 38 Southwark Bridge Road, London, S.E.1

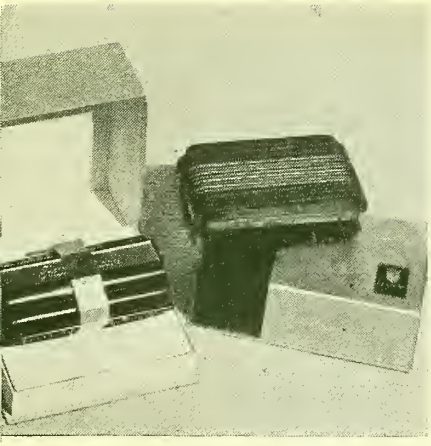


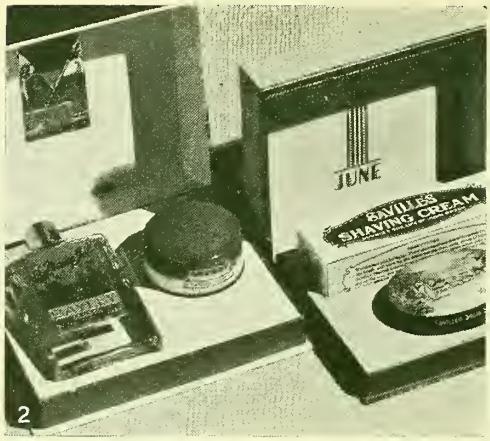


Perfumery as Presents

A DISPLAY of perfumery products provides the chemist with an excellent opportunity to press his claim to be the retail perfumer of the community. With this in mind, he might deem it politic to arrange that the majority of any composite gift boxes stocked contain a bottle of the pure perfume of the series. The suggestion might be still further elaborated by an offer (by showcard) to extemporise perfumes for customers' sprays, etc. By showing his ability to compound, the chemist proves himself qualified to advise. Our illustrations include:—(1) Carillon: a new perfume by J. & E. Atkinson, Ltd.; coffret containing perfume and powder cream, Potter & Moore, Ltd. (2) Vashti perfume, Piesse & Lubin, Ltd.; coffret containing Vashti perfume, lipstick and powder, eau de Cologne and lily of the valley perfume, Piesse & Lubin. (3) Coffret containing Mitcham lavender water, perfume spray and talcum powder; raffia box containing Mitcham lavender water; and coffret containing talcum powder, perfume and powder cream, Potter & Moore. (4) Coffrets by Atkinson's containing eau de Cologne and two bath soaps; eau de Cologne and toilet soap; eau de Cologne and spray cap. (5) Coffret containing English Fern perfume, toilet soaps and bath cubes, H. Bronnley & Co., Ltd.; coffret containing sweet pea perfume and bath soaps, Bronnley; Bayley's Gardenia toilet water, Piesse & Lubin; gift box containing lavender water and eight compressed bath sachets, Vinolia, Ltd.; set of six trial perfumes in embossed coloured box, Coty (England), Ltd. (6) Evening-in-Paris perfume in three sizes; Evening-in-Paris perfume in oyster shell coffret; Evening-in-Paris eau de Cologne in tasselled drawer-box, Bourjois, Ltd. (7) Mischief: a new perfume by The Saville Perfumery Co., Ltd., three sizes shown; O-Desire perfume by Edward Hack, Ltd., in two sizes. (8) Coffret containing Three Flowers perfume, face powder and vanishing cream, Richard Hudnut, Ltd.; black and white and chromium perfume spray, Welten, Ltd.; "Horseshoe" coffret containing Evening-in-Paris perfume, face powder and compact and blue-starred perfume spray, Bourjois. (9) Various coffrets of June products, Saville Perfumery Co., Ltd., and (10) Arnaud's Indian Flowers perfume, two of several sizes shown; gift boxes containing Troïka perfume; Rhinegold perfume; 4711 toilet soap and 4711 eau de Cologne; R. J. Reuter Co., Ltd.

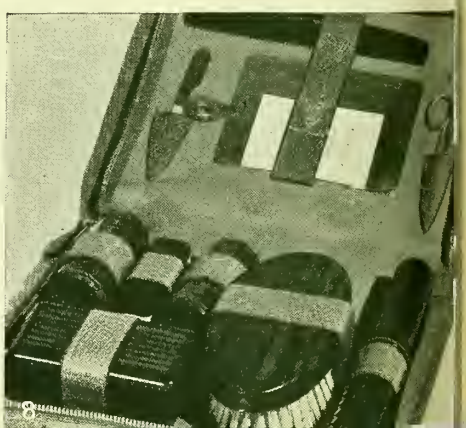






Mainly for Men

As supplier to the whole family during the whole year, the chemist will wish to provide adequately for his men customers at Christmastime. Their main interest, so far as he is concerned, is in shaving equipment. The standard makes of safety razor, even when not made specially attractive for Christmas, are widely bought as presents. Most of the makers of shaving soaps and creams offer special Christmas packs. Fitted travelling kits, military hair brushes and gift cases of preparations for the hair are other items which enable the chemist to cater for gift choosers at all price levels. Our illustrations show how well masculine prejudices and preferences have been consulted by the majority of manufacturers:—(1) Gift set containing shaving stick, lavender oil and shaving brush, Potter & Moore, Ltd.; Meritor toilet kit containing shaving brush and brilliantine, S. Maw, Son & Sons, Ltd. (2) Gift set containing brilliantine and Chubby shaving stick, Bayley (Piesse & Lubin, Ltd.) ; gift set containing shaving cream and solid brilliantine, Saville Perfumery Co., Ltd. (3) Oblong shaving soap container for bathroom shelf, Potter & Moore ; Rover streamline military hair brush, Maw. (4) Compact shaving set, Souplex, Ltd., containing razor blades, brush and stick in plastic outer which serves as holder for hot water ; Gillette Aristocrat one-piece safety razor, Gillette Industries, Ltd. (5) Gift set containing shaving bowl and brilliantine, Bayley ; compact nail brush and toothbrush outfit, Souplex. (6) Meritor " 1937 Calshot " gentleman's kit, Maw. (7) Shaving set in three bakelite containers, Souplex. (8) Kent-Cosby fitted gentleman's case in leather, zipp-fastenered, G. B. Kent & Sons, Ltd. (9) 4711 men's set containing shaving cream and greaseless hair cream ; Vinolia gift set containing shaving stick, brush and toilet soap ; Vinolia shaving stick ; Vinolia golf ball set, containing one genuine golf ball, Vinolia, Ltd.



For Customers' Children

What the Chemist can supply for the Christmas Tree

BY stocking novelties for children, chemists keep them amused while parents are buying and provide something for parents to buy to keep them amused at home. The suggested gifts illustrated are: Rubber sponge liner (Maw); child's coffret containing perfume and soaps (Midgley); rubber sponge animals (Maw); "Dolly" composed of face cloth (Spencer); "Mickey Mouse" hot water bottle (Maw); soap dog and kennel (Midgley); "Piggy-kit," containing toothbrush, holder and nail-brush (Maw); "penguin" of face cloth (Spencer); "three little bears" of soap (Midgley); "towser" of two face cloths (Spencer). Many other items in similar style are available from S. Maw, Son & Sons, Ltd., London; Charles Midgley, Ltd., Manchester; Spencer Bros., Ltd., London.

A Christmas Window

A REQUEST frequently encountered by display men at the Christmas season is for a window that breaks away from the conventional trimmings without loss of cheerfulness. This is, in fact, not difficult, and it may be that a display on the lines illustrated below will be found more in keeping with the modern, unsentimental attitude to Christmas. In this window the colours chosen are cherry-red, white, and smoke-grey. The effect aimed at is one of that simplicity which gives an obvious air of quality. As often happens, the apparent simplicity must be accompanied by the highest skill and precision in preparation. For example, the chequer-board pattern at the back cannot, except very occasionally, be carried out in crêpe paper straight from the packet. To be entirely satisfying to the eye it requires an odd number of squares, which must divide accurately into the width of the window. Five in a row is, perhaps, the most suitable number. After dividing the width of the window by five, and cutting the crêpe paper to the resulting number of inches, it is necessary to hang the folds of one colour only, and to leave at least one, and probably two or more, unfixed at the base to be finally pinned down after the window-dresser makes his exit from the fully dressed window. For the same reason it is impracticable to carry the chequering to the base of the window, although it can, at the display man's discretion, be carried round to the sides. Grey on the floor is serviceable ; it does not show the dust but it does show the coloured cartons and coffrets to advantage. The cut-out letters can be obtained from the usual suppliers of shopfittings either separately or, as in this case, in a ready-made line. It is assumed that all windows permit the crêpe paper to be pinned down at the extreme top and bottom and the extreme sides. Where the back of the window is made of glass it is not, of course, possible to fix the articles on the squares as shown, but identically the same effect can be achieved by suspending them from the soffit of the window by means of very thin wire. To ensure the appropriate "modern" arrangement of stock it is recommended to place each article either square with the front of the window, or at an angle of 45° to right or left, or in a regular curved succession from back to front, as illustrated. This formation enables each item to be plainly seen by the onlooker.

Crêpe paper by Dennison-Victor Co., Ltd., London : White, No. 11 ; cherry, No. 39 ; smoke grey, No. 14

Cut-out letters, mounted, jointed and strung, by J. C. King, Ltd., London.

Powder puffs, toilet holdalls and hot water bottle cover by Solport Bros., Ltd.

Perfumery products by J. & E. Atkinson, Ltd. ; Bourjois, Ltd. ; Richard Hudnut, Ltd. ; Piesse & Lubin, Ltd. ; and Potter & Moore, Ltd.

Glassware by S. Maw, Son & Sons, Ltd., and Welten, Ltd.

Gentleman's fitted holdall by G. B. Kent & Sons, Ltd.

Safety razor by Gillette Industries, Ltd.

Miscellaneous toilet and sundries goods by S. Maw, Son & Sons, Ltd.

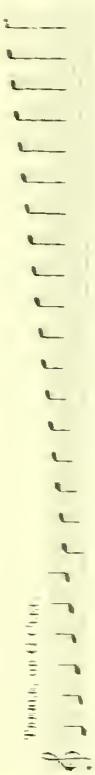
Manicure Sets

THE present mode of colouring complexion, eyelids and eyebrows, lips and nails in a harmonious scheme has led to a new interest in manicure sets. To meet the demand, many new or improved outfits have been brought out or will shortly appear. Our illustrations show:—Top, Cutex outfit in natural walnut. Contains polish, remover, cleanser, cuticle cream, powder polish, buffer and accessories. *Ready now.* At right (" two o'clock " position), outfit in green suede finish by Jean Ravon, containing polish, remover, cuticle fluid, files, etc. *Ready now.* Below this, Cutex Club Kit, No. 71, containing polish, remover, cleanser, cuticle oil, accessories and instruments. Black, tan, blue and red shades *ready now;* green and swirl blue *in course of preparation.* Below this again (" five o'clock "), Cutex popular outfit in plastic material, containing polish, cleanser, remover and accessories. Black, blue and red shades *ready now.* Several pastel shades (green, pink, blue, yellow, red, lemon) *to follow later.* At foot, Maw's " Sports " silk-covered pochette of instruments, in blue or green. *Ready now.* Left of this, Cutex compact set, containing polish, remover, cleanser and accessories. Recently improved outfit *now ready.* Above (" nine o'clock "), Cutex " pig grain " travelling set, containing cleanser, polish, remover, instruments and accessories. *Ready now* in black and tan shades. Above, " Lincoln " dressing table set by Maw. Compressed cork container is kind to polished surfaces ; contains three varieties of polish, remover, accessories. *Now ready.* Centre, Maw's " 'Varsity " instrument kit in leather, of green, blue or beige shades, zipp-fastenered. Typical of many in the Maw range. *Now ready.* Not shown, four new shades of Cutex liquid polish: light rust, old rose, robin red and mauve. *Recently issued.* Cutex outfits are supplied by J. C. Gambles & Co., Ltd., London ; Maw sets by S. Maw, Son & Sons, Ltd., London ; and Jean Ravon sets by Cussons, Sons & Co., Ltd., Manchester and London.

Perfume Harmonies

Suiting the Perfume to the User's Personality

In these days the use of different perfumes for different occasions is fully recognised. At one time it was assumed that women should use an individual perfume. This point of view was used with considerable success by Victorien Sardou in one of his famous and most successful plays, which has been presented on the London stage on several occasions under the title "Diplomacy." The woman spy in the case was recognised by the use of a particular perfume which she alone affected. The patrons of the modern cinema, however, can view the attitude of the modern screen actress in regard to the use of perfume and can see that she uses various perfumes on different occasions. This idea is bound to be absorbed by the purchasers of perfumes and there is in fact much to be said for the idea. Nature herself has arranged that certain plants open and exude perfumes at different times of the day, and this fact may be put forward as a reason why perfume should be used to harmonise with the time of day.



Piesse's "Gamut of Odours"—Treble Clef

Piesse's "Gamut of Odours"

In this article we have developed the theme put forward in THE CHEMIST AND DRUGGIST Annual Special Issue, p. 727, that colour harmony is a scheme which should commend itself to chemists throughout the country. In developing the theme of perfume harmony we have in this article referred to the ingenious theory put forward by Piesse in "The Art of Perfumery" that the association of perfumes should be graded on a musical scale, illustrations of his scale appearing in this article. The following is an extract:—

The Medium Blonde Type

The Pale Blonde Type

"In the following gamut I have endeavoured to place the name of the odour in its position corresponding to the effect upon our olfactory sense. . . .

"If a perfumer desires to make a bouquet from primitive odours, he must take such odours as chord together; the perfume will then be harmonious. In passing the eye down the gamut, it will be seen what is a harmony and what is a discord of smells. As an artist would blend his colours, so must a perfumer blend his scents. In making several perfumes for choice, they must be so mixed as to form a contrast when side by side. . . . The following recipes will give an idea how to make a bouquet according to the laws of harmony:—

Bass		Bass		Bass	
G—Pergalaric G—Sweet pea D—Violet F—Tuberose G—Orange flower B—Southernwood	Bouquet of Chord G	C—Santal C—Geranium B—Acacia G—Orange flower C—Camphor	Bouquet of Chord C	F—Musk C—Rose F—Tuberose A—Tonquin-bean C—Camphor F—Jonquil	Bouquet of Chord F
Treble		Treble		Treble	

The use of perfumes has, of course, undergone a considerable change within the past few decades, and it is obvious that the olfactory sense has been gradually improving in its appreciation of odours. It is common knowledge that such substances as musk, civet, sandalwood oil and valerian, which formerly were employed as perfumes, are no longer looked upon as suitable for modern needs except perhaps as basic substances. As fixatives the value of these odoriferous materials can hardly be overestimated.

The Auburn Type

The Tiffany Type

What the Retailer Can Do

The perfumer's art is one which obviously cannot be understood by the retailer of packed perfumes. Nevertheless a chemist can be of considerable assistance to his customers in suggesting types of perfumes suitable for their needs. The sale of perfumes must essentially be based on "spending power," yet there are possibilities for the chemist who wishes to develop the sales of his perfumery department. In this direction, we have illustrated the types of women who appeared in the Cosmetic Harmony Chart. The use of cosmetics in harmony can obviously be destroyed by the discord occasioned by the wrong perfume. The seller of perfumes must become familiar with the various types offered to him for his perfumery department by the well-known makers. When customers are obviously unaware of perfume harmony in relation to the colour harmony of cosmetics, it is an opportune moment for the chemist to put forward his knowledge of rhythm not only in regard to colour but also in regard to the use of the perfumes themselves. In the daily Press there appear many articles by so-called experts on the use of perfumes and cosmetics. From the point of view of the retailer, however, it is an interesting, not to say profitable, undertaking to guide his customers towards the type of perfume and cosmetics which are best suited to their requirements.

Harmony or Discord

The publication of THE CHEMIST AND DRUGGIST Cosmetic Harmony Chart was an attempt to bring order out of chaos in regard to the use of lipstick, rouge, powder and nail varnish. The use of the wrong type of perfume in connexion with these toilet requisites would be a discord and, if the theory of the Piesse chart is to be used to advantage, the danger of discord should also be avoided by the chemist who intends to treat the sale of beauty products as a serious business. Although the olfactory sense is the one which is perhaps the latest to reach a high state of development, yet, as already stated, modern conditions have tended towards a *finesse* in the evaluation of odours, and it is for the chemist-perfumer to assist his *clientèle* in making the most of the unique qualities of perfumes which modern science has made possible. It is common knowledge amongst exporters that perfumes for West Africa and certain South American territories must attune to the low notes of odours. The European taste is more delicate and has to be catered for in an entirely different direction. The odonr of lavender, for example, has especial appeal towards those who have been brought up in the English countryside. In France, there is a bouquet in the flower oils which is at the opposite end of the scale compared to that of perfumes made for the Eastern types of beauty. A study of the scale of odours, therefore, by the retailer is bound to have satisfactory results not only from his own point of view but from that of the customer whom he wishes to serve ; her greater charm will be to his credit.

The Medium Brunette Type

The "Mouse" Brown Type

How to Proceed

It may be considered a difficult task for the chemist, who has not previously pondered over the idea, to know where to start in obtaining a knowledge of the types of perfumes, if he decides to adopt the idea of a perfume harmony scheme. Manufacturing perfumers to-day offer their products for use independent of the time of day. Many of them, however, do issue testing stands of the various perfumes, and these testing stands would perhaps provide the basis on which a chemist could place the different odours. Very often the title of a perfume indicates its nature. Some titles may suggest a floral bouqnet which would be eminently suitable for use during the day, whereas a more exotic title would suggest a perfume better suited for evening use. The main division of perfumes, in the first instance, therefore, would be those which are best suited for use dnring the day and those for nse during the evening at the theatre or the dance. From this beginning, the chemist can very well sort out the various products on the market to-day, and if in doubt he can probably rely upon the manufacturer to express an opinion as to the type of perfume under consideration. The fact is to be borne in mind, however, that any differentiation made by the chemist is purely an individual one and is for the purpose of making sales and not of classifying modern perfumes which, after all, are much more complex compositions than those suggested by Piesse.

It is almost as difficult to distinguish sharply between the perfumes as it is to distinguish sharply between the types of women using them, but the chemist has an enormous advantage over other retailers in that he is familiar with types of odours as a result of his early training in pharmacy, and it is this added knowledge which should encourage chemists to use a modification of the modern slogan: "Back to the chemist for perfumes." Of the eight types of women illustrated in the harmony chart, there are obviously subdivisions, and with practice it should not be difficult to classify them in the same group on the system of classifying flowers as botanical families.

Fashions in Perfume

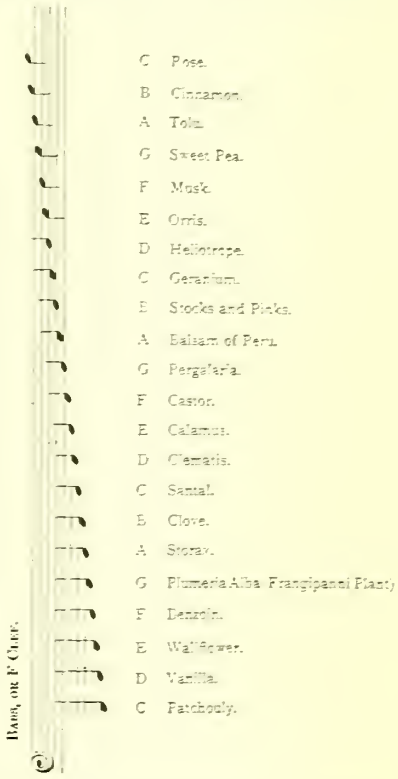
One of the best organised trades in regard to fashions is obviously the drapery trade, which caters for women's dress at all seasons of the year and at all times of the day. The same may be said of the shoe trade, since it is obvious that women must be in the fashion in regard to clothes and shoes. Why should not the chemist-perfumer, therefore, follow the lead of these trades and dispense the essential cosmetic prodncts, of which perfume is perhaps the most elusive yet the most essential? There is nndoubtedly a wide field in this direction for the sale of perfumery, and if this department is not to drift into the hands of others less qualified to sell the prodncts, then it is important that the chemist should study the subject and become expert in regard to the use of perfumes. There are many other trades impinging upon this section of the business of a chemist, and the unfortunate point is that anyone may establish himself or herself as a beauty specialist without any previous experience.

The Grey Type

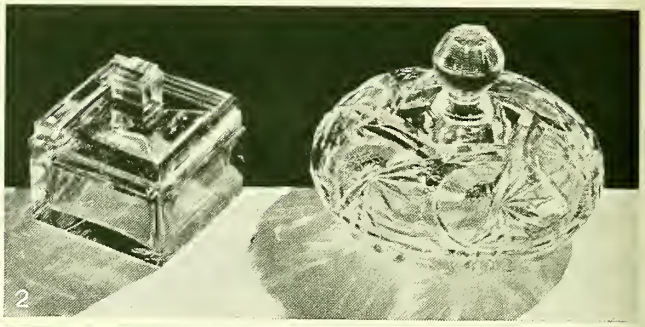
The Full Brunette Type

Schools for Beauty

There are to-day many so-called schools which purport to teach aspirants the business of preparing cosmetics and perfumes for the feminine world. The point to be noted is that much of this business, which is that of the legitimate chemist, is usurped by people who have little or no knowledge of the use of perfumes or of their composition. It is even possible to obtain from a beauty parlour a perfume which is said to harmonise with the individuality of the nser! In these days it is somewhat surprising to find that this feature has been leit to others than chemists to develop, yet the fact is to be realised that it is so. Retail chemists have only themselves to blame if this part of the trade passes into the hands of hairdressers and others who are too ready to assume that they are able to cater for the needs of the modern woman. It is perhaps hardly necessary to recall to mind the fact that the earliest perfumers, such as were the founders of famous French firms, were in the first place chemists who studied their art and presented prodncts which were acceptable to users of the period. The early tradition has been continned in many instances, and English manufacturing chemist-perfumers are in no wise behind their French *confrères*.



Piesse's Gamut of Odours —Bass Clef



Milady's "Powder Magazine"

WHAT might be described as the lighter armament of feminine charm—powder bowls and puffs—can be relied upon to please even the recipient who prefers to furnish her own powder. Perhaps the military metaphor may be allowed, even though it be admitted that "the end of charm is to disarm"; the charmer's budget does not always extend to the arsenals of the dressing table and the artillery of the boudoir. In this event, the donor can find equipment of a high order to supply. Perfection of finish and of presentation have gone hand-in-hand; the makers of puffs have taken advantage of every innovation, such as cellophane "windows" or envelopes, calculated to make their products more attractive, more easily kept in perfect condition, freer from contamination; bowls have advanced in design in keeping with newer ideas in furnishing and interior decoration, while still the types of bowl that have appealed in previous years are obtainable for those who show no interest in newer fashions. In bowls and puffs the chemist has to meet competition from stores, drapers and glassware merchants, but no one can rob him of the advantage he has in stocking the powders with which they are to be used and in knowing something of the chemistry of cosmetics. With these advantages, and provided he can gauge the tastes of his customers, he can count on this class of merchandise bringing him profitable business at the Christmas season. Readers are referred to other pages for further examples of powder puffs, and for face powders and compacts in gift cases. Examples on this page include several items from the house of Maw: the Lanchester (2, left), a bowl of hand-cut and hand-polished glass of modern line and proportion; the Dynamic (5, right)—almost "heavy artillery" this, standing $8\frac{3}{4}$ in. high and weighing over 2 lb.—of pressed, tinted glass; "Miss 1936" (3, right) of chromium and enamel, with hinged lid, mirror and sifter; and the shallow Artbowl, in chromium and enamel (1, left foreground). Two examples showing the wide range of models to be obtained from Welten, Ltd.: a heavily-worked cut-glass bowl (2, right) and a very severe, if fanciful, shallow black and white opal glass bowl (3, left). Puffs of all kinds on this page are by Solport Bros., Ltd. The single Swansdown puffs (1, left background and 4, foreground) are boxed to assist the seller; their dainty floral backs can be seen through a cellophane window-top, without the puffs being handled. All the boxes are of a silver and white design that proved popular last season. Coffrets of various sizes contain one, two or three puffs of different kinds, such as the telescopic back puff (4, centre), the handle of which is made more attractive by its perfection in an engineering sense. The remaining illustration (5, left) is of Meritor bath powder (Maw) in jet black or tinted glass container. The examples illustrated are in each instance representative only and not to be taken as comprising the makers' full ranges, particulars of which should be obtained from their catalogues or showroom displays.

Cosmetics Containing Vitamins

The use of various vitamin concentrates in skin creams and "skin foods" is possibly more widely accepted in America than in this country. Below recent developments in the United States are described

THE principle of introducing vitamins into the body through the skin dates back to the early days of their discoveries. Only in the last few years has the principle been applied to cosmetics as distinct from remedial agents and such terms as "skin food," associating the two ideas of nutrition and skin hygiene, have made their appearance. The earlier work was done mainly with vitamin D, as present in fish liver concentrates, in irradiated cholesterol and in ergosterol. Irradiated lanolin creams are to-day quite well known. In 1927, Hume and his co-workers of the Department of Pathology, the Lister Institute, after inducing rickets into white mice and rats by keeping them for a time on a deficiency diet, completely cured them by external application of irradiated (ultra-violet light) cholesterol. Many similar experiments have since been carried out in this country and abroad, including those of Amrhein, Massachusetts College of Pharmacy, Boston, who used a mineral oil solution of cod-liver oil concentrate, irradiated cholesterol, and ground-nut oil. He made the interesting observation that crude cholesterol was more effective than the highly purified grade; although this remarkable difference between a crude and a "purified" substance has been observed almost from the very beginnings of vitamin research; a good example is rice. In 1934, in the Department of Public Health of Hungary, Fodor obtained similar results with olive oil containing irradiated ergosterol; but he was careful to state that to produce a given effect required ten times as much vitamin concentrate by external as by internal administration. In 1935, Von Mallincroft and Haupt confirmed previous results, using certain ointments, sesame oil and anhydrous lanolin each containing small percentages of an irradiated sterol. Navarre, however, in 1932, tested vitamin D creams on the human skin, and found the evidence insufficient to justify definite conclusions. Although most of these experiments were with Vitamin D, Vitamin A (Carotene) has been occasionally used, either alone or with Vitamin D, and has proved very effective in the treatment of wounds.

Vitamin Concentrates

More recently the claim has been made in the U.S.A. that there is an "indispensable skin food factor" present in every cell in every layer of the skin. To this the name Vitamin F has been given; its composition consists, apparently, of a mixture of linoleic and linolinic acids. It should be mentioned that English chemists have not yet accepted this discovery as meriting the description "vitamin"; with this reservation the term will be used for the purpose of this article. On the basis of this discovery cosmetic manufacturers are asserting that the primary functions of skin creams is to restore to the skin the lipoids and fats with their associated vitamin F removed in the course of daily washing. The lipoids, of which the principal are the phospholipoids, can be fed to the skin in the form of vegetable lecithin, and among the new proprietary brands of vitamin cosmetics in America is one containing 1 part vegetable lecithin, 1 part cholesterol, and 3 parts Vitamin F, "biologically assayed." White mineral oil appears to be a favoured medium or solvent for these preparations, and some of the petroleum companies have introduced their own brands of mineral oil containing Vitamin F (one of which is called Kremol F) "biologically standardised." The American Lecithin Company is now making various vitamin-containing lecithin preparations, such as Lexinol and Iso-Vitafol, the latter compounded with "specially selected alcohol esters." Other manufacturers offer a complete range of vitamins, including A and D from marine oils, E from wheat germ oil, and F, specially prepared in an oil base instantly miscible with other oils. The International Vitamin Corporation produces natural A and D vitamin concentrates, made under their U.S. patent No. 1,690,091, for use by a selected group of cosmetic, pharmaceutical and drug manufacturers. This patent is in the name of Joseph K. Marcus, and claims a process for extracting non-saponifiable and not easily saponifiable matter from fatty material, especially vitamin concentrate from fish liver oil. The patent literature for the preparation of vitamin concentrates is now, of course, voluminous.

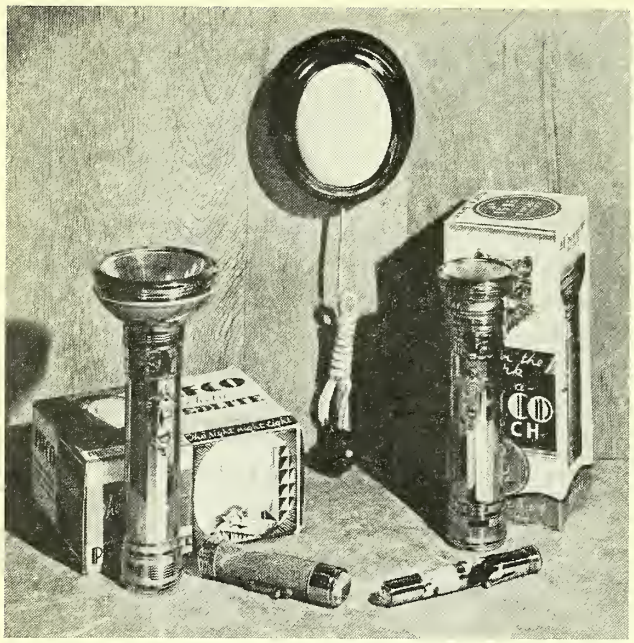
Vitamin D

A new variety of Vitamin D, much more effective for skin treatment, is said to have been found; the matter was discussed in "Fish Liver Oils of High Potency" [*C. & D.*, September 5, p. 267]. Its discovery in fish oils and its synthesis in the laboratory were announced before the American Institute of Nutrition. It is claimed to be much more potent than the older form for certain purposes. Its presence in fish oils was discovered by Drs. C. E. Bills and O. N. Massengale (Mead Johnson Co.'s research laboratory), and prepared by irradiation of a hydro-cholesterol. It was also prepared by others working independently (including the University of Chicago) from a cholesterol derivative. The merits of this discovery appear to be a little discounted by the further announcement that, while the older type of Vitamin D is possibly the most effective for rats and human beings, the newer type is best for hens!

Choice of Vehicle

The main problem to be faced in making cosmetics containing vitamins is one of vehicle. Preparation of a satisfactory cream is simple enough, but to ensure that the active ingredients are absorbed through the epidermis, the aim should be to approximate as closely as possible to the actual secretions of the skin. These secretions have an acid *p*H reaction, and for this reason a base which is slightly acid on hydrolysis is recommended, particularly as some amount of alkali is almost inevitably left on the skin after washing. Cholesterol and lecithin are valuable ingredients because they combine so readily with substances in the skin secretions. The phosphorus which each contains is considered essential for enabling fatty bodies in "skin foods" to be absorbed. In addition, each has the property of absorbing certain radiations of light with the production of substances akin to the vitamins. One investigator examined the changes that took place in the various layers of the skin during keratinisation and found the lipoids least where keratinisation was greatest, and conversely. Moreover, when the fat content was high, lecithin was present in greater quantity than cholesterol. The conclusion was drawn that in skin creams the ingredient lecithin should be at least equal in amount to the added cholesterol; generally the latter ingredient is greatly in excess. The close association of a vitamin with cell formation at the skin layer led to the exploration of substances in creatures remarkable for activity in skin growth. Thus attempts have been made to incorporate in skin creams active substances from serpents, which have skins that do not wrinkle, from the tortoise and rhinoceros, and even from lizards. Turtle oil and marmoset fat have been deemed specially active in preserving the epidermis. It has been claimed for a number of these substances that after use for a sufficient period they have increased the tension in the skin and thus tended to combat wrinkles.

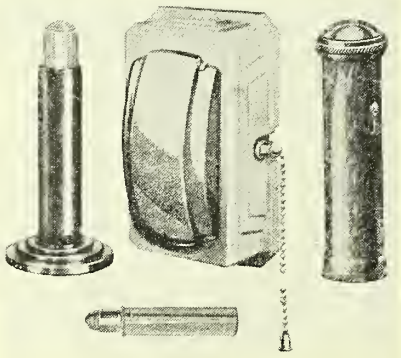
COSMETIC INSTITUTE IN SOVIET RUSSIA.—The central administration of the perfumery and cosmetics industry of the U.S.S.R. is to open an Institute of Cosmetics and Hygiene in Moscow in November. The institute will have a staff of specialists in dermatology and physical therapy. There will be three departments: Cosmetics, physiotherapy and plastic-therapeutic gymnastics. The cosmetics department will have a special chamber equipped with the latest appliances for face massage; diathermy apparatus and electrical appliances.



Lamps and Torches

MANY chemists who do not ordinarily stock electric torches and hand lamps find it profitable to do so at Christmas.

The PROVINCIAL INCANDESCENT FITTINGS CO., LTD., Pifco House, Watling Street, Manchester, 4, are offering a variety of attractive models suitable for the Christmas season. Among them may be mentioned the two-cell wheel-focus torch shown at the left of the illustration. This gives a light which can be focussed to a point or widened to a field ; it is finished in bright metal and is fitted with hanger in the base and carrier for spare bulb. The Pifco Bedlite night lamp is claimed to be the only battery-type electric night lamp operated by a remote control switch (at the end of three feet six inches of flex). The lamp is of solid steel and finished in chocolate enamel ; its satin glass panel measures 3¾ in. by 3 in. The motorists' torch, also illustrated, is similar to the wheel-focus model previously described, but smaller in size. A bijou metal torch, in bright colours, and a fountain-pen model, both at popular prices, are ready sellers. A new item of special interest to cyclists is a bulb with two separate filaments and contacts. When one burns out, the second is brought into operation. This is made in 2.5-volt and 6-volt size. A catalogue is available from the makers.



Among the models offered by the EVER READY CO. (GREAT BRITAIN), LTD., London, are three illustrated here. These are the Candlelite, with opal shade, three luminous points at base and three-position switch ; the Wallite, with chain-operated switch ; and the Bulletlite, with lamp no larger than a finger and finished in enamel and nickel-plate.

The bakelite torch with bulls-eye lens (right), taking the standard two-cell battery, is by WARD & GOLDSTONE, LTD., Manchester. It is supplied in various attractive colours.

A Dual-Purpose Shaving Cream

AS an alternative to a shaving stick, a man is offered two types of shaving cream, the lathering and the brushless. If he is not inclined to try each in order to find which suits him best, a cream which may be used with or without a brush can be made, by a method outlined in "La Parfumerie Moderne" recently. A suitable formula is:—

Triethanolamine stearate, powdered	50 to 175 gm.
Sodium stearate	50 to 80 gm.
Distilled water	250 to 300 gm.
Liquid soap, 18 to 30 per cent. fatty substance	250 to 1,000 gm.

Just melt the two stearates with water and add the liquid soap. Increasing the quantity of sodium stearate produces a harder and of triethanolamine stearate a more oily cream. For creams intended to be packed in tubes, the use of potassium stearate ensures a product which does not harden or become gelatinous ; the consistency can be varied by the use of diethylene glycol. A liquid soap which lathers well should be used, preferably not made with coconut oil unless with a completely deodorised sample, as it appears that the pungent properties of this oil arise less from its acidity than from its aldehydes. A liquid palm oil soap gives good results. Whitening of this cream may be effected by the addition of 0.5 per cent. of titanium oxide. For perfume the most suitable is perhaps a fern. It is considered that a soapy shaving cream used with a brush eliminates a large proportion of the natural sebum and that it is most suitable for oily skins, while the greasy cream, which is not rinsed off, leaves a slight layer of greasy matter suitable for dry skins. The cream described above, whether used with or without a brush, should, however, be rinsed from the skin after shaving. After this, a light rubbing-in of a cream similar to the usual skin oil is advised. This should have a positive *p*H reaction and be oily, semi-oily or dry, according as the complexion is the reverse. To shave every morning with a soap subject to hydrolysis causes artificial ageing of the skin ; it is necessary to restore a little of those oily substances which maintain its suppleness.

New Books

Register of Premises, 1936. 10 in. by 7 in. Pp. 178. £1 1s. The Pharmaceutical Society, 17 Bloomsbury Square, London, W.C.1. [This is a list of the names and addresses of those premises registered under Section 12 of the Pharmacy and Poisons Act, 1933, up to June 30, 1936. The details are classified under England, Wales and Monmouthshire, Scotland, and London, then under counties and finally towns. In the case of London, postal areas have been adopted.]

Poucher, W. A., Ph.C., *Perfumes, Cosmetics and Soaps*. Vol. 3. 5th edition. Pp. x and 223. Chapman & Hall, Ltd., London. 21s. [This volume concludes the series of three of Poucher's "Perfumes, Cosmetics and Soaps," of which the first two volumes have already been reviewed in this journal. The book is divided into twelve chapters, the first being devoted to bath preparations, and includes brief descriptions of the principal articles used. Chapter II is devoted to dental preparations, of which numerous formulas are given. The statement of Kraemer is reproduced by—but not due to—the author, that "the formulas for the two best tooth powders known are, according to Kraemer. . . ." We think few would subscribe to the second of these two as being one of the two best—being a mixture of 18 per cent. of tin oxide with chalk, soap and sugar. Chapters III and IV are devoted to hair preparations. Chapter V shows that even so simple a substance as a lipstick can require eight pages to give it adequate treatment. The remaining chapters are devoted to manicure preparations, rouges and eye cosmetics, shaving preparations, skin creams and lotions, smelling salts, sunburn preparations, theatrical requisites, and toilet powders. All these are well described, and there are plenty of formulas to choose from. The appendix contains a number of tables dealing with weights and measures and their conversion. The book will be welcomed by chemists who wish to make their own cosmetic preparations.]

Pine Oil

By Ernest J. Parry, D.Sc., F.I.C., and G. Ferguson, Ph.D., A.I.C.

THERE are several "specifications" for this oil in the United States, and business in the oil is often rendered difficult by a requirement that it shall satisfy this or that specification, which many pure oils may fail to do. Apart from specifications, there are two grades recognised in the United States, known as Pine Oil A and Pine Oil B. The following are typical analyses which have been published for these two oils:—

	Pine Oil A	Pine Oil B
Specific gravity at 15·5°	0·934	0·957
Refractive index at 20°	1·4831	1·4832
Unpolymerised residue	0·4%	0·1%
Moisture	1%	0·7%
Distillation of first 5 per cent.	Up to 194°	Up to 212°
Distillation of last 95 per cent.	Up to 214·5°	Up to 241·3°

The United States Navy have issued a specification which includes the following:—

Water to be less than 1 per cent.
Specific gravity at 15·5°, 0·933–0·938.
Colour not darker than a very light straw.
Refractive index at 20°, not less than 1·4790.
Unpolymerised residue, not more than 5 per cent.
Not more than 5 per cent. shall distil below 185°.
Not less than 90 per cent. shall distil at or below 225°.
Acid value not more than 0·5.

This specification is intended for pine oils to be used in the manufacture of paints for ships' bottoms.

The unpolymerised residue may conveniently be determined with 100 per cent. sulphuric acid, which should be kept in such conditions that moisture cannot be absorbed. An ordinary stoppered bottle containing the acid should be kept inside a larger wide-mouth stoppered bottle, whose stopper is well greased to make it moisture proof. We have recently had occasion to examine a number of samples for special requirements and have found somewhat wide variations in *genuine* oils, so that many of these have to be rejected when bought on this or that specification. The following figures will indicate the somewhat wide differences in a dozen or so pure samples:—

Specific gravity ...	0·939	0·938	0·924	0·936	0·944	0·939	0·933	0·937	0·903	0·935	0·956	0·937	0·936
Colour*	D.S.	P.S.	P.S.	D.S.	N.W.	P.S.	P.S.	N.W.	D.S.	D.S.	P.S.	N.W.	P.S.
Refr. Index ...	1·4847	1·4837	1·4802	1·4827	1·4855	1·4832	1·4954	1·4822	1·4763	1·5069	1·4848	1·4854	1·4818
Unpolymerised residue ...	1·4%	1·4%	2·1%	0·4%	0·9%	0·9%	0·7%	0·25%	0·7%	Nil	1·2%	1·6%	0·45%
Moisture... ...	Trace	Trace	1%	1%	None	None	None	Nil	Nil	Nil	—	—	Nil
Distils below 185°.	4·4%	5·3%	15·2%	5·2%	0·5%	4·5%	1·5%	4·3%	—	—	—	7·4%	7·2%
Distils below 225° per cent.	93·6	92·8	93·2	93·7	90·6	93·9	93·6	94·5	—	—	—	93·1	95·3

* D.S. = Deep straw; P.S. = Pale straw; N.W. = Nearly white.

Such abnormal figures as the specific gravity and refractive index of sample No. 9, and the high refractive index of sample No. 10 and the specific gravity and distillate below 185° of sample No. 3, are probably to be accounted for by abnormal methods of preparation or by partial fractionation of the oils in question.

Sicilian Citrus Oils Regulations

THE "Gazzetta Officiale," Rome, has published the following law by Royal Decree, dated April 20 last, referring to the regulations for the production and marketing of citrus oils.

(1) The production of lemon oil by distillation according to the Peratoner or any similar methods is prohibited. (2) The oil obtained at present by distillation of the fermented lemon juice for the purpose of procuring alcohol cannot be put on sale. The oil must be consigned to the Department which will be created by the Corporations Ministry and in accordance with the regulations and at the prices which will be determined by the said department. (3) The total or partial extraction of the oil contained in the lemon peel for the purpose of using it preserved in brine is prohibited. (4) Anyone intending to extract lemon oil by mechanical operations on the whole fruit with peeling machines must obtain the necessary licence which will be issued by the Ministry of Corporations after ascertaining that the producing plant is equipped with all the appliances required for the production of good quality oil. (5) The factories existing at present in which the mechanical operation on the whole fruit with peeling machines is being performed, must register their activities with the Provincial Council of Corporated Economics, and may produce the essence by the methods and machinery at present in use for a period of three months from the date of the present decree. The technical control department under article (4) is authorised to inspect the factories during the manufacture of the oil to ascertain that it is being produced in accordance with the said article (4). (6) At the request of the department to be created by the Ministry of Corporations the producers of oils and citrus concentrates must deliver to it the terpenes resulting from such concentrations in accordance with the regulations which will be determined by the said Ministry with due regard to the quantities delivered, price stated, and any other conditions affecting the consignment. (7) Any quantity above 100 grammes of citrus oils concentrated for foreign destination must be accompanied by a certificate of purity as at present in force for the export of citrus oils to be issued by the laboratories which will be determined by the Ministry for Corporations. Shipments of bergamot oil, referred to at the end of the preceding article will be released by the General Stores of Bergamottes at Reggio Calabria in accordance with the regulations which will be made by the Ministry of Agriculture and Forestry, the analysis certificate will be drafted in accordance with article 1 of the Royal Decree of 3rd February, 1936, No. 278, relating to the Royal Experimental Station for oils and acid derivates of Reggio Calabria. (8) The manufacturers of terpeneless citrus oils are compelled to keep a register of the quantities received and despatched of the goods in which the quantities to be dedicated to the deterpenation and the quantities of concentrates and terpenes obtained must be entered. Such register is exempt from stamp duty but each page must be numbered and stamped with the date at the District Register Office at the place of residence. The last page of the said register must state the number of pages it contains to be certified with the signature of the Registrar. (9) The production and importation into the Kingdom of limonene, lemon pips, turpentine with optical rotations of more than + 30° is prohibited. Furthermore the importation into the Kingdom of lemon and orange terpenes is also prohibited. (10) The production and importation into the Kingdom of natural and deterpentated lemongrass, citrole, linaloe oil and of bois de rose, linalol and linalol acetate is limited to the requirements of soap-works and perfumery and for the general use of other industries and pharmaceutical purposes. The Ministry of Corporations will, in conjunction with that of Finance, decide to what extent the above-mentioned products may be imported. (11) Anyone contravening the above decree will be punished by a fine of from lire 100 to lire 5,000. In more serious cases and recurrencies the licence referred to in article (4) may be revoked, and the Prefect of the Province in which the culprit resides may also order the closing of the establishment at the end of three months.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, September 17

REPORTS indicate that in most markets a very fair amount of business is being done, the volume being on the increase. Values, too, have been either well maintained or an advance recorded; the firmer tone, however, is in most instances due to shortage of supplies. The position of European gold standard currencies is none too steady, and further weakness, particularly in the French franc, is recorded, with the outook becoming uncertain. The general political position on the Continent is also causing some anxiety, the effect on most produce markets being a firmer tone. The breakdown of the SANTONIN Convention is reported; market now competitive. The further advance in the metal this week makes MERCURIALS very firm and likely to go dearer.

Crude Drugs

Business in a fair range of these commodities continues quite good and a number of further advances in values are recorded, and the question of future supplies is now becoming acute. AGAR has been in better demand, particularly for re-export. Cape ALOES continue nominal, with nothing on spot and no offers from the source. Slightly higher prices have been obtained this week for the few bales sold of BUCHU. Japanese CAMPHOR in more demand. Shipment prices for ALEPPY GREEN CARDAMOMS and for BOMBAY SEED are dearer. CASCARA SAGRADA is steady but quiet. COCOA BUTTER is dearer with the commodity. Norwegian COD-LIVER OIL is firm for shipment. Consumers of ERGOT are showing no willingness to pay current prices. GENTIAN is scarce on spot and the very few forward offers are dearer. Japanese MENTHOL is keeping up fairly well on spot, while the shipment market, after further declines, tends to recover slightly, but the position generally is unsettled. The CHINESE product continues competitive. A further dollar advance in the shipment quotation for Spanish-Italian MERCURY is recorded, with nearly all available supplies, here and afloat, sold. ORANGE PEEL is reported scarce on spot. Importers report a little better demand for Tinnevelly SENNA. SHELLAC is easier. Further substantial advances in the values of the white grades of TRAGACANTH recorded, and all other grades are firm, tending dearer.

Essential Oils

While business has been about average the unsettled conditions are affecting some markets. Expressed ALMOND is very firm. ANISE (STAR) has again advanced and seems certain to go much dearer yet. BERGAMOT and the other SICILIAN oils are steady on spot, with all shipment markets nominal. CANANGA, for shipment, is a depressed item. Java CITRONELLA shows a good recovery as now quoted for shipment. No shipment offers of Madagascar CLOVE. New crop LAVENDER is receiving attention. Stocks of cold-pressed Californian LEMON remain negligible. French Guinea ORANGE is steady on spot, with no shipment offers. Japanese PEPPERMINT has sold quite well on spot and remaining stocks and parcels afloat will barely meet normal requirements; the shipment market continues unsettled but tends to recover a little. No shipment offers of the CHINESE oil. A quiet sale on spot of SPIKE and ROSEMARY at former figures.

A drug auction will be held at the Commercial Sale Rooms, Mincing Lane, on Thursday next, September 24.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 17	Value of the £
Amsterdam ...	Fls. to £	12·107	7·46	12/4
Berlin	Mks. to £	20·43	12·58	12/4
Brussels	Belgas to £	nominal	29·97	17/1
Copenhagen ...	Kr. to £	18·159	22·40	24/8
Lisbon	Esc. to £	110	109¾	19/11¾
Madrid	Ptas. to £	25·22½	nominal	nominal
Milan	Lire to £	92·46	64 5/16	13/11
Montreal	Dol. to £	4·86¾	5·05⅞	20/9¼
New York ...	Dol. to £	nominal	5·06 5/16	20/9¼
Oslo	Kr. to £	18·159	19·90	21/11
Paris	Fr. to £	124·21	76 13/16	12/4½
Prague	Kr. to £	164·25	122⅜	14/11¼
Stockholm ...	Kr. to £	18·150	19·39½	21/1¼
Warsaw	Zloty to £	43·38	27	12/4
Zurich	Fr. to £	25·2115	15·55	12/4

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS has moved on quiet lines during the past week. The general tone is quite steady. Santonin convention has broken down. Mercurials are firm. Aspirin seems quite steady.

ACETANILIDE.—Moderate business, market steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOPYRINE.—Dealers' prices continue competitive, business slow: crystals, five cwt., 18s. 0¾d.; two cwt., 18s. 5¼d.; less than two cwt., 18s. 10½d. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Values steady, fair amount of small business: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10d., in 8-oz. tins, and 2s. 1d., per lb., in 4-oz. tins.

ASPIRIN.—Makers' and dealers' prices steady, business good: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts, over twelve months, minimum one ton; over six months, less than one ton.

BISMUTH SALTS.—Makers' scales of prices are quite steady: Carbonate, B.P., one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; less than 8 lb., 8s. 6d. per lb., with rebates on contracts for larger quantities.

BROMIDES.—Controlled prices steady, business moving fairly well: home trade, Potassium, B.P., not less than 5 cwt., 1s. 7d.; not less than one cwt., 1s. 8d.; not less than 28 lb., 1s. 11d.; 14 lb., 2s. 1d. per lb. Sodium, B.P., not less than 5 cwt., 1s. 9d.; not less than one cwt., 1s. 10d.; not less than 28 lb., 2s. 1d.; 14 lb., 2s. 3d. per lb. Ammonium, B.P., not less than 5 cwt., 1s. 10d.; not less than one cwt., 1s. 11d.; not less than 28 lb., 2s. 2d.; 14 lb., 2s. 4d. per lb., net. 28-lb. parcels and one cwt. cases free. Distributors' prices for quantities less than 14 lb., would be at higher figures. Scales of prices for export, quoted f.o.b. London for prompt shipment, are as follows: POTASSIUM, 5 cwt., 1s. 1½d.; one cwt., 1s. 2d. SODIUM, 5 cwt., 1s. 2½d.; one cwt., 1s. 3d. AMMONIUM, 5 cwt., 1s. 4d.; one cwt., 1s. 4½d. per lb.

CHLOROFORM.—Prices quoted by the makers are: two cwt., 2s. 5½d. per lb.; one cwt., 2s. 6d.; 56 lb., 2s. 6½d.; less, 2s. 7½d. per lb., in w-quarts of 8 lb. Packed in drums, ½d. per lb. less. Small bottles extra, from 5d. per lb. for ¼-lb. bottles to 1d. for 2-lb. bottles. Carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—Fair amount of business at former prices: British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Continues steady, moderate inquiry: British material, 99 to 100 per cent., 79s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE (B.P.).—Dealers doing only a small business: bulk quantities, in 25-kilo demijohns, 1s. 8d.; small parcels, 1s. 9d. to 2s. 3d. per lb., ex store.

IRON QUININE CITRATE.—Makers' prices are as follows: not less than 100 oz., 10½d., in 100-oz. tins; 10¾d., in 25-oz. tins; 11d., in 16-oz. bottles; 11¼d., in 4-oz. and 8-oz. bottles; 1s. 0½d., in 1-oz. bottles; less than 100-oz. lots, from 11d. to 1s. 4d. per oz., according to packing and quantity.

LACTIC ACID (B.P.).—Inquiry continues, market steady: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 10½d. per lb., as to quantity.

MERCURIALS.—Makers' scales of prices continue at the advance recently recorded: new prices, not less than one cwt., ammoniated, B.P., lump, 5s. 5d.; powder, 5s. 7d.; bichloride, B.P., lump, 4s. 8d.; powder, 4s. 4d.; chloride, B.P., 5s. 5d.; yellow oxide, B.P., 5s. 10d.; persulphate, white, B.P.C., 5s. 7d.; sulphide, black (hyd. sulph. cum sulph., 50 per cent.), 5s. 6d.; less than one cwt. ammoniated, B.P., lump, 5s. 6d.; powder, 5s. 8d.; bichloride, B.P., lump, 4s. 9d.; powder, 4s. 5d.; chloride, B.P., 5s. 6d.; yellow oxide, B.P., 5s. 11d.; persulphate, white, B.P.C., 5s. 8d.; sulphide, black (hyd. suph. cum sulph., 50 per cent.), 5s. 7d. per lb. Special prices for large quantities.

METHYL SALICYLATE.—Makers' and dealers' quoted prices steady, business not of much account: spot, ten cwt., 1s. 1¾d.; five cwt., 1s. 2d.; one cwt., 1s. 2¼d.; less than one cwt., 1s. 2½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Irregular on quotation, business quiet: two cwt., 19s. 3¾d.; one cwt., 19s. 9¼d.; 56 lb., 20s. 2¾d.; small parcels, 20s. 8d. per lb.

PHENACETIN.—Home makers' and dealers' prices steady at recent low levels, business fair: crystals or powder, bulk quantities, 2s. 6d. to 2s. 6½d.; smaller parcels, 2s. 7d. up to 3s. per lb., as to quantity.

PHENAZONE.—Not much inquiry about, with spot offers very keen: crystals, five cwt., 8s. 7¼d.; two cwt., 8s. 9¾d.; one cwt., 9s. 0½d.; and less, up to 9s. 3d. per lb., with powder 2½d. per lb. extra.

POTASSIUM PERMANGANATE (B.P.).—Quite a nice business in small quantities, market steady: bulk quantities, in drums, 8d. to 8½d.; druggists' parcels, from 9½d. to 1s. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Market remains dull: spot quoted from 6s. to 6s. 3d. per lb., as to quantity.

QUININE SALTS.—Convention prices continue steady: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9¾d.; salicylate, 2s. 10½d.; hydrochloride, 2s. 8½d.; bihydrochloride, 3s.; hydrobromide, 2s. 8½d.; bihydrobromide, 3s.; valerianate, 3s. 8d.; hypophosphite, 4s.; alkaloid, 3s. 0½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

RESORCIN.—British material quoted steadily, average small business: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., up to 6s. per lb.

SALICYLIC ACID (B.P.).—Quoted values unchanged, market remains quiet: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 10d.; 4 lb., 2s. per lb.

SALOL.—Not much inquiry, quoted unchanged: spot, crystals, two cwt., 3s.; one cwt., 3s. 0½d.; 56 lb., 3s. 1¼d.; smaller parcels, up to 3s. 6d. per lb., powder, 2¾d. per lb. extra.

SANTONIN.—The Convention of Russian, German and English makers has broken down, and the market is now competitive. On Thursday morning the market was irregular, with quotations ranging from £16 16s. to £19 per kilo, according to quantity and source. It is understood the Russian interests refused to confirm the arrangement.

SODIUM BENZOATE (B.P.).—Inquiry is maintained, bulk quantities at keen prices in the region of 1s. 6d.; one cwt., 1s. 7d.; smaller parcels, 1s. 8d. to 1s. 10½d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—No improvement in demand, quoted unchanged: spot, one cwt., 13s. 3d.; 28 lb., 13s. 6d.; 14 lb., 13s. 9d.; 7 lb., 14s.; smaller parcels, up to 14s. 6d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' and dealers' quoted prices are unchanged, business slow: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 11d.; 7 lb., 2s.; 1 lb., 2s. 3d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Market continues steady at former values: British makers quote at 1s. per lb., less 5 per cent. discount. Dealers offering foreign materials at competitive prices.

THEOBROMINE.—Continental material: pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb. Sodium salicylate, two cwt., 6s. 3¼d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5¼d.; smaller quantities, 6s. 6¼d. per lb., delivered, 5-lb. tins free, smaller packages extra.

THYMOL.—Market is steady, business moderate, synthetic, fine white, two cwt., 5s. 10d.; one cwt., 6s.; 56 lb., 6s. 3d.; 28 lb., 6s. 9d.; smaller parcels, 7s. 6d. per lb.; ex ajowan seed, one cwt., 8s. 5d.; 56 lb., 8s. 10½d.; 28 lb., 9s. 5½d.; 14 lb., 10s. 6d. per lb.

VANILLIN.—Convention prices are fully steady: ex clove oil or guaiacol, five cwt., 12s. 9d.; one cwt., 13s.; 56 lb., 13s. 3d.; less, 13s. 9d. per lb.

Crude Drugs, etc.

ACONITE ROOT.—Spot supplies of Napellus short and dearer up to 80s. per cwt. Japanese, 45s.

AGAR.—Moderate home trade demand and more business to the Baltic countries, values fully steady: spot, Kobe No. 1, 2s. 9d.; No. 2, 2s. 6d.; Yokohama No. 1, 2s. 5d. per lb.; shipment, Kobe No. 1, 2s. 5½d.; No. 2, 2s. 2¼d.; Yokohama No. 1, 2s. 2d. per lb., c.i.f.

ALOES.—No Cape, spot or forward, values nominal. Small business in Curaçao on spot: Curaçao, spot, 90s. to 105s; shipment, from origin, 87s. 6d. to 90s. per cwt., c.i.f. Shipments from the Cape for the first six months of 1936 totalled 205,307 lb., valued at waarde 3,931, compared with 364,697 lb., valued at waarde 5,236, during the corresponding period of 1935.

ANTIMONY.—Chinese crude for October-November shipment is quoted at £25, c.i.f. English regulus, £64 10s. to £65 10s., spot.

BALSAMS.—Small business, market steady: *Tolu*, 1s. 9d. to 1s. 10d.; *Canada*, 2s. 9d.; *Peru*, 5s. 4d.; *Copaiba*, 1s. 2d. spot, per lb.

BELLADONNA.—Dealers offer spot parcels: leaves, 55s.; root, 47s. 6d. per cwt.

BUCHU.—Usual few sales of bale lots at full prices. Good rounds, 3s.; stalky off-colour, about 2s. 10d. Ovals firm from 2s. 4½d. to 2s. 6d. per lb. Shipments from the Cape for the six months to June 30, 1936, totalled 153,468 lb., valued at waarde 8,573, compared with 195,643 lb., valued at waarde 7,365 during the corresponding period of 1935.

CAMPHOR.—Market steady, with normal spot business being done: Japanese, spot, tablets, 2s. 5d.; powder, 2s. 2¾d.; slabs, 2s. 2¼d. per lb., duty paid; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb. Contracts at special prices.

CARDAMOMS.—Green Aleppy are quoted dearer for shipment at 3s. 3d., c.i.f., and Bombay seed has also advanced to 4s. 1d., c.i.f., with spot remaining at 4s. 3d. per lb.

CASCARA SAGRADA.—Not particularly much business, but the market is fully steady: 1936 peel for shipment, 50s. to 52s., c.i.f., with spot parcels at 56s. to 57s. 6d. per cwt.

CHAMOMILES.—Fair demand, with new crop flowers steady at 110s. to 120s. per cwt, duty paid, as to quality.

CLOVES.—Values are level on the week, market has been quiet: Zanzibar, spot, 8d.; shipment, September-October, 7⅝d. per lb., c.i.f. Madagascar, in bond, 7¼d.; shipment, September-October, 6⅞d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended September 12 were 100, and the deliveries 132, leaving a stock of 1,666. From January 1 to date the landings of Zanzibar have been 3,507 and the deliveries 2,728. Landings of Madagascar for the week ended September 12 were *nil*, and the deliveries 11, leaving a stock of 1,748. From January 1 to date landings of Madagascar have been 3,177 and the deliveries 2,791 packages.

COCOA BUTTER.—Market is again quoted dearer: Prime English, 11½d. to 1s. 0½d. per lb. Foreign, 11d. to 1s. per lb., as to quantity.

COCONUT (DESICCATED).—Values are slightly dearer, market quiet but very steady: spot, fine, 23s. 3d.; medium, 22s. 9d. per cwt.; shipment, halves, September, 22s. 6d.; October, 22s. 6d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports the shipment market continues firm and business on a good scale: Finest Lofoten steam-refined non-freezing medicinal oil, 94s. to 96s. per barrel, c.i.f., London. Newfoundland, non-freezing medicinal oil, about 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 100s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

ERGOT.—Continued interest in this market, but buyers are mostly holding off. In Portuguese up to 5s. 3d., c.i.f., reported paid, with limited offerings now at 5s., c.i.f., and bids of 4s. 6d. refused. One offer from Spain at 6s., c.i.f. About two tons of Russian offered from the source, September-October shipment, 4s. 3d. per lb., c.i.f. Some indications that some of the material booked from Portuguese shippers is of Spanish origin.

GENTIAN.—Market very steady and few offers of new crop from France. Spot, 42s. 6d.; shipment, 40s. per cwt., c.i.f.

HYDRASTIS.—Market fully steady, business quiet: spot and forward, 11s. 6d. per lb.

IPECACUANHA.—A steady business in smallish quantities: Matto Grosso, B.P., 5s. 1½d. to 5s. 3d. per lb.; shipment, 4s. 10½d. per lb., c.i.f.

MENTHOL.—A fair consuming business in JAPANESE B.P., with K/S brands about 12s. 10½d. and in bond 11s. 6d. per lb. Spot stocks appear to be limited and parcels afloat do not amount to very much, the latter costing 11s. 6d. to 11s. 9d., c.i.f. Japanese shippers only quoting October-December at 10s., c.i.f., and bids at less have been refused. No re-sellers on the market. CHINESE, B.P., is fully steady on spot at 12s. 9d., with no shipment offers of new crop being made. English synthetic is quoted from 7s. 6d. to 10s. 6d. per lb., as to quality and quantity.

MERCURY.—The Spanish-Italian group report the consignment of about 4,000 bottles has left Alicante and will arrive here next week, but nearly the whole of the consignment has been sold. Shipment is again dearer at 64 dollars, 50 cents per bottle, f.o.b. Continent: spot, in small lots, £12 18s. 6d. per bottle, ex store. While the question of immediate supplies is not now so acute, the future outlook depends almost entirely upon whether the mines are damaged or destroyed, should they change hands in the course of the present political troubles in Spain.

ORANGE PEEL.—Spot supplies reported to be very scarce and prices a matter of negotiation.

PEPPER.—Business has been quiet, market about steady. Lampong, in bond, 2⅛d.; shipment, October-December, 2 1/16d.; January-March, 2⅛d.; March-May, 2 5/16d., c.i.f. Tellicherry, spot, 4¾d.; shipment, September-November, 33s., c.i.f. Aleppy, spot, 4½d.; shipment, September-November, 31s., c.i.f. White Muntok, in bond, 4¼d.; shipment, September-October, 4d.; January-March, 4d. per lb., c.i.f.

PIMENTO.—As quoted the market is firm: spot, 7½d. per lb.; shipment, September-October, 64s. per cwt., c.i.f.

RHUBARB.—This market continues quite steady, with a modest business passing. Shensi, 4s. 3d. to 4s. 6d., and pickings, 2s. 6d. to 2s. 9d. Rough round, ordinary quality, 1s. 4½d., and all pinky, 1s. 6d. per lb., in cases, ex store.

RUBBER.—At the advance on the week the market closes steady but quiet. Standard ribbed smoked sheet, spot, 7 11/16d.; September, 7 11/16d.; October, 7 11/16d.; November, 7 11/16d.; December, 7 11/16d.; January-March, 7¾d.; April-June, 7 13/16d.; July-September, 7⅞d. per lb.

SAFFRON.—The small stocks available on spot are being slowly liquidated, with holders' prices ranging from about 65s. to 70s. per lb.

SARSAPARILLA.—Fair amount of spot business: spot, Jamaican grey, 1s. 2d. to 1s. 3d.; native, mixed colours, 10d. to 11d. per lb., as to quantity, spot.

SEEDS.—ANISE.—Bulgarian, 28s. spot, duty paid. CANARY.—Market dearer. Spot, Mazagan, 31s.; Turkish, 26s. 6d.; Spanish, 70s., all duty paid. Mazagan for September-October shipment now quoted at 27s. 6d., c.i.f. CARAWAY.—Dutch, 38s. spot., duty paid, 34s. f.o.b. Holland. CORIANDER.—Spot: Morocco, 14s. 6d. duty paid, 13s. in bond. For shipment, 11s. 6d., c.i.f., quoted. CUMIN.—Spot: Morocco, 37s. 6d., duty paid; Malta, all sold, and the price forward is 35s., c.i.f. FENNEL.—Indian spot offered at 30s., no buyers. FENNUGREEK.—Spot: Morocco, 14s. to 14s. 6d., duty paid. The shipment price is 11s. 6d., c.i.f. MUSTARD.—English, 22s. 6d. to 30s. per cwt., according to quality.

SENEGA.—Not very much business, but values are steady: spot, 1s. 6d. to 1s. 6½d.; shipment, about 1s. 6d. per lb., c.i.f.

SENNA.—Business has been a little better, with Tinnevelly leaves quoted unchanged from last report. Hand-picked pods of good quality are rather firmer at 4d. to 4½d. per lb., ex wharf, London. Recent shipments have not been of very good quality, and owing to the low prices now ruling it would appear that shippers are not so particular in keeping to former standards. This policy seems a mistaken one, as buyers are prepared to pay a premium for really good parcels. Owing to the lack of consignment business these days, shippers are desirous of securing any c.i.f. orders that may be in the market, with the result that prices are cut to an unremunerative level and quality takes second place. If some consignments of really good green boldish hand-picked pods were sent to this market the premium secured over the price of ordinary hand-picked pods would more than recompense shippers for their trouble. Alexandrian: The market continues unchanged at prices ranging from 1s. 6d. to 3s. per lb. for medium to fair quality hand-picked pods, with best bold selected, where available, commanding a considerable premium.

SHELLAC.—Market has been dull and is quoted easier: spot, standard TN orange, 50s. to 55s.; fine orange, 65s. to 135s.; pure button, 65s. to 70s. per cwt., spot.

SQUILL.—Parcels to arrive are being offered on the market at about 27s. 6d. per cwt.

TRAGACANTH.—For the extremely small selection of finest white ribbon the price is now firm at £45, and the few cases of seconds have advanced to £37 to £38 10s. per cwt. The textile grades have met with more inquiry and the range of values tends to advance.

WAX.—BEES'.—A quiet business, with values keeping steady. Calcutta, bleached, spot, 135s.; shipment, November, 128s., c.i.f. Abyssinian, spot, 120s.; in bond, 110s.; shipment, 110s., c.i.f. Benguella, spot, 120s.; shipment, 108s., c.i.f. Conakry, no spot available; shipment, 109s. per cwt., c.i.f. Dar-es-Salaam, spot, 120s.; shipment, steady at 119s. per cwt., c.i.f. CARNAUBA.—Spot steady, shipment slightly easier. Fatty grey, spot, 160s.; afloat, 157s. 6d.; shipment, September-October, 147s. 6d., c.i.f. Chalky grey, spot, 165s.; shipment, September-October, 152s. 6d., c.i.f. Primiera, spot, good quality, 215s.; f.a.q., 205s.; afloat, 205s.; shipment, September-October, 193s., c.i.f. Mediana, spot, 205s.; shipment, 192s. 6d. per cwt., c.i.f.

Essential Oils, etc.

INTEREST continues to be mainly centred in a few products, due to the unsettled conditions at the sources. Anise (Star) is again dearer and very firm. Sicilian oils steady but quiet. An Italian decree controlling production and marketing has been published; particulars on p. 341. Japanese peppermint fairly steady on spot and unsteady forward.

ALMOND.—Prices continue very firm at recent advances and still higher prices are anticipated. No offers of foreign oil being received: English made, cwt. lots, 3s. 9d.; smaller parcels, 3s. 11d. per lb.; foreign, cwt. lots, 3s. 9d.; smaller parcels, 3s. 11d. per lb. French, bitter, 7s. per lb.

ANISE (STAR).—There has been plenty of inquiry on spot and the business done has brought further advances in spot values. There are no offers for shipment from the source, and some of the recent arrivals have been of inferior quality oil: spot, leads, nominal; tins, 3s. 3d. paid; drums, 3s. paid per lb., ex store. Some holders have withdrawn from the market.

BAY.—Values are steady, business quiet: 49 to 50 per cent., 4s. 9d. to 4s. 10d.; 59 to 60 per cent., 5s. to 5s. 1½d. per lb., as to quantity.

BERGAMOT.—The spot market continues fully steady with most holders requiring 9s. to 9s. 6d. per lb., and some quotations are up to 10s. Shipment market is nominal and the negotiations for a trade agreement with Italy have broken down. Particulars of Italian decree on the production of citrous oils on p. 341.

BOIS DE ROSE.—Market is dull and none too steady: Brazilian, spot, 5s. to 5s. 3d.; shipment, 4s. 10d. per lb.

CAJUPUT.—Market has remained dull: B.P., 1s. 10d. to 2s. 2d. per lb., as to quantity.

CANANGA.—Conditions in this market continue irregular, both spot and forward, and business of small account: shipment offers range from about 6s. 6d. upwards per lb., c.i.f.

CARAWAY.—Not much moving in this market: Dutch rectified, 9s. to 9s. 1½d.; crude, 8s. 6d. to 8s. 9d. per lb., landed and duty paid.

CASSIA.—Market has been very dull: spot, 3s. to 3s. 1½d.; shipment, leads, 2s. 7½d. per lb., c.i.f.

CITRONELLA.—There has been a decided improvement in Java oil for shipment, and spot values are moving up, but so far it may be possible to find cheap sellers. The Ceylon oil is unchanged, with business rather quiet: Java, spot, drums, about 1s. 4½d.; smaller parcels, up to 1s. 7d.; shipment, drums, 1s. 1⅞d. to 1s. 2⅛d. per lb., c.i.f.

CLOVE.—No shipment offers of Madagascar oil being made. Spot fully steady: Madagascar, spot, drums, 3s. 4d. to 3s. 5d.; smaller packings, up to 3s. 8d. per lb.; shipment, nominal. English-made oil from 4s. 6d. per lb.

EUCALYPTUS.—Limited inquiry on the market; quotations firm and shipment offers restricted to distant positions: Australian, 70 to 75 per cent., 1s. 3d.; 80 to 85 per cent., 1s. 4d. per lb., landed; higher prices for small lots on spot. Spanish, 70 to 75 per cent., 1s. 5d. per lb., ex store.

LAVENDER.—A fair amount of interest in new crop oil is reported, with prices for 38 to 40 per cent. varying from about 17s. to 23s. per lb., according to source, and LAVENDER is ranging from 7s. 3d. to 9s. 6d. per lb. Reports from the source indicate that these ranges of prices, which are considerably lower than those of a year ago, are due to a rather better crop of oils, both as regards quality and quantity.

LEMON.—Spot business has been of small importance, but holders of Sicilian hand-pressed are keeping their prices firm from 8s. 3d. to 10s. per lb., as to quantity, brand and seller. The quantity available is said to be limited. Negotiations for a trade agreement with Italy have been broken off. Californian cold-pressed, 6s. 3d.; distilled, regular quality, small drums, 3s. 9½d. per lb., ex store. Stocks of the cold-pressed oil are down to a case or two with nothing near at hand.

LEMONGRASS.—Market has remained quiet; shipment steady at about 1s. 6½d., c.i.f. Spot, from 1s. 9d. to 2s. per lb.

MANDARIN.—Any odd parcels available on spot of good quality oil would be quoted at about 30s. per lb.

NUTMEG.—Small business on spot, with American oil steady at 5s. 4d. to 5s. 6d. per lb., as to quantity.

ORANGE.—Some few spot orders for French Guinea oil with holders' prices well maintained at 3s. 4d. to 3s. 5d. for drums and up to 3s. 7d. for repacked oil. Sicilian sweet oil is nominal spot and forward. Negotiations for a trade agreement with Italy have broken down. Californian oil is steady: one case, 4s.; two or more cases, 3s. 10d.; small drums, 3s. 9d.; large drums, 3s. 8½d. per lb.

PALMAROSA.—Only a few small spot orders recorded, values about steady: spot, 5s. 10d. to 6s.; shipment, about 5s. 6d. per lb.

PATCHOULI.—The Singapore oil is about steady and in moderate supply, with values at 16s. to 16s. 3d. per lb. The Seychelles oil is nominal, spot and forward.

PEPPERMINT.—There has been a steady demand for Japanese oil on spot, with buyers endeavouring to get the value down to compare with the October-December quotation, but, with stocks limited and but small quantities of oil afloat, holders have not willingly taken less than 5s. 9d. to 6s. per lb. Japanese shippers are now quoting October-December at 4s. 9d. after business at 4s. 6d., c.i.f. Business in the January-March position at 4s. 3d. and 4s. 6½d., c.i.f. now wanted. Chinese, B.P., has sold fairly well on spot with the price about 5s. 9d. Shippers are not offering from the source at the moment. The American natural new crop oil is quoted for shipment from 2 dollars 30 to 45 cents per lb., in drums, c.i.f., the price varying as to brand. Business very quiet.

PETITGRAIN.—Limited spot sales with the market steady: cases, 3s. 6d. and up to 3s. 10½d. for smaller packages; shipment, in cases, 3s. 3d. per lb., c.i.f.

ROSEMARY.—A small inquiry, with spot holders fully maintaining their prices up to 3s. 3d. per lb. for small lots. No news from the source.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots on spot; practically no second-hand offerings. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, business done at 7s. 3d. per lb. Australian oil continues steady: 5 cases, 14s. 6d.; one case, 14s. 9d.; 7-lb. tins, 15s. 3d. per lb.

SASSAFRAS.—Market remains quiet: spot, 3s. 7d. to 3s. 9d. per lb., as to quantity. Artificial oils at cheaper prices.

SPEARMINT.—A little more inquiry on the market: spot offers vary from 9s. 3d. to 10s., while shipment quotations are held at 8s. 9d. per lb., c.i.f.

SPIKE.—Occasional small business on spot this week, with supplies of the Spanish oil at a low level, and prices now quoted are slightly dearer at 5s. 4½d. to 5s. 7½d. per lb., as to holder. No news from the source. French oil, 7s. 6d. per lb., spot.

VETIVERT.—Dealers are quoting small parcels of Bourbon oil at about 37s. 6d. per lb., spot.

WORMSEED.—Market has remained quiet: spot, U.S.P. quality, 9s. 3d.; shipment, 8s. 10d. per lb., c.i.f.

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Spurious Proprietaries in India

SIR,—I was interested to see on p. 251 of the *C. & D.*, August 29, reference to the above, and I am hopeful that this may be the means of drawing the attention of many manufacturers of well-known proprietaries in this country to this very real, active and dangerous practice throughout the East. The danger is two-fold, firstly, in loss of sales due to imitations being foisted on the innocent public, and, secondly (which is more important), the danger to good name and repute involved, and the liability that the spurious product is more often than not faulty, unpleasant, ineffective and, on occasion, dangerous. In our records we have reference to Insulin being spuriously abused, the original bottle being refilled with worthless and dangerous material, and the complete pack reproduced with all too successful accuracy. In the course of the last four or five years my company have been actively engaged in tracing and prosecuting literally dozens of these malpractices and malefactors. Their practice is to acquire in the second-hand markets the original bottles and screw caps for a "song," to refill the bottle with their own concoction and to reproduce with marvellous accuracy the sundry wrappers and printings accompanying the original genuine package. In some cases the infringements were so carefully done as to need expert examination of the contents and papers in order to detect the evil practice. Almost invariably when we take action, conviction, condign punishment, fine, a measure of damages, etc., result, but the trouble is that the malefactor crops up like quicksilver in a fresh place and it is very difficult to find out where he is again active until he has already done a considerable amount of sale and damage. It would be helpful to all proprietary manufacturers as a whole if we could find some means of collective action to watch for the culprit in the early stages. If this letter arouses interest amongst the many manufacturers whose interests are at stake, it would, in my opinion, be a very good step in the right direction.—Yours faithfully,

N. F. KINGZETT,
Chairman, W. Woodward, Ltd.

London, S.W.9.

Vitamin Potencies

SIR,—In your issue of September 12 Mr. Bacharach rightly draws attention to some slight errors in the above article which appeared in your issue of September 5. The anomalies which sometimes exist in the vitamin A content of an oil as measured by the spectrographic and biological methods render it essential at present that both should be stated. If an oil is being bought or sold and its origin definitely known as to the natural order and species of the fish from which it is obtained, then either the spectrophotometric or biological test is sufficient. If, however, the origin is unknown a confirmatory biological test is essential, although there may be agreement as to the spectrophotometric figure. Turning to vitamin D, the introduction of irradiated ergosterol, and later its active rachitic principal calciferol, all are agreed that great benefit was conferred upon humanity in the fight against rickets, but I think we all of us equally deplore the fact that any association, even though such may be of undoubted scientific standing, should be allowed to profit at the expense of humanity and to take advantage of the work which led up to the discovery, and make enormous pecuniary gain. The discovery of high potency vitamin D oil will to a large extent nullify this position. Mr. Bacharach quotes the isolation of a natural D from tunny liver oil by Brockmann, working in the laboratory of Windhaus—undoubtedly a meritorious and excellent achievement. I should like to know, however, what was the origin of the tunny liver oil. Was it the Mediterranean tunny (thunnus vulgaris), the North Sea tunny, the Bluefin tunny (thunnus thynnus), the Yellowfin tunny (Neothunnus macropterus), or one of the numerous other species which are known to exist? Possibly the vitamin D isolated by Brockmann may have the same physiological activity as calciferol, but until its efficiency in curing fowl rickets has been tested we shall not know if a difference exists. The isolation of pure vitamin D is in many respects comparable to the position occupied by thyroxin and thyroid gland. In some cases thyroxin may be a suitable substitute for the whole gland, but very definitely it does not represent the full activity of the gland. In the same way calciferol may act as an efficient substitute for the natural mixture met with in fish liver oils in some conditions, and in acute rickets it has been the drug of choice on account of the high dosage necessary. Yet it is doubtful if it represents the full efficiency of vitamin D. To-day a dosage of 100,000 International Units of vitamin D can be administered as easily in the natural as in the artificial form. If an artificial D is essential, then surely Waddell's heated irradiated cholesterol is likely to be most readily absorbed, cholesterol being the sterol naturally occurring in mammals. In conclusion, Mr. Bacharach makes the statement that "Bills hypothecated at least two forms of vitamin D." At a symposium in the States last year Bills described no less than six forms of vitamin D, and to quote his own words: "at present we do not know and we may never know how many forms of vitamin D exist in fish oils."

JOHN F. WARD, B.Sc., M.P.S.

Crookes Laboratories, London, N.W.10.

The Society's Prosecutions

SIR,—There can be no doubt that the Council of the Pharmaceutical Society are very pleased with their success in the case recently reported by you (*C. & D.*, September 5, p. 264), in which their inspectors brought a brother pharmacist into the police court, with the result that some "pieces of silver" will be added to the Society's funds, but what is the general opinion of their action? The chemist was only doing what we older men have always regarded as a duty to our customers—to keep their prescriptions private. I for one should not wish my prescriptions examined by an outsider should it be necessary for me to consult a doctor, and I presume that the public are of the same opinion. It would have been much more dignified if the secretary of the Society had written to the offending member, pointing out his mistake. This would have been far more helpful to the working chemist than the long epistle regarding the pros and cons of the B.P.C., which seems to be the chief concern of the Society's weekly. Perhaps some more of your readers will let you know their view of what I consider an officious action that I trust will not be repeated.—I am, sir, yours faithfully,

DISGUSTED (14/9).

SIR,—It was rather distressing to see that one of our brother pharmacists had recently been duly "put in his place" by the "parent body." No doubt this "erring one" is one of the few lusty ones left in the craft, as apparently, the remainder appear to have lost what marrow they once had in their bones. One feels sorry for our friend, although, no doubt, he does not need our sympathy. There is a limit to anything. The limit of endurance, so far as pharmacists are concerned, has long since been past, and the majority of us to-day meekly accept the regulations and restrictions within which we are so firmly embedded. It seems a great pity that very soon there will be no more regulations left to inflict upon us, unless perhaps, we eventually become nationalised. As one of many pharmacists endeavouring to lead an honest life and at the same time keep an "open establishment" for free advice, inspectors of police, shops, food and drugs, weights and measures, excise, pharmaceutical test-script "merchants," commercial travellers and little boys for strong and empty boxes, I, too, have become one of the strong, silent men! They can turn my place upside down for all I care; it will probably cost them a new suit of clothes. The spirit may rebel, but—20s. and £2 2s. means 744 pennyworths of turpentine, etc., etc., not to mention corks, labels, string and paper. Who wouldn't be an authorised seller!

Yours truly,

VOX PHARMACISTI (15/9).

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

B. W. B. (3/19).—WHITE HENNA.—This is the name given to a paste made of magnesium carbonate, solution of ammonia and solution of hydrogen peroxide used in bleaching the hair a platinum gold or ash blonde shade. An alternative formula for white henna consists of henna (light colour) one part, sodium perborate nine parts.

J. G. (7/19).—SARSAPARILLA DRINK EXTRACT.—The following formula, which is published in "Pharmaceutical Formulas," Vol. II, will meet your requirements:—

Compound concentrated decoction of sarsaparilla	8 oz.
Tincture of chiretta	½ oz.
Safrol (or oil of sassafras)	20 ♏
Oil of cassia	15 ♏
Alcohol (90 per cent.)	½ oz.
Caramel	3 oz.
Glucose syrup	20 oz.

Dissolve the safrol and oil of cassia in the alcohol, mix with the tincture, and add to the decoction; then add the caramel and syrup.

H. W. (19/19).—AVOCADO OIL.—Among the properties of the oil which make it valuable as a cosmetic ingredient are the following: (1) It is one of the most penetrating oils known, rating with lanolin in its power to penetrate the skin tissue. This property makes it of value for use in tissue or nourishing creams, massage creams, all-purpose creams, massage oils (muscle oils) and other preparations where penetration and lubrication are essential. (2) Manufacturers who use avocado oil in high-grade toilet soaps attribute its superior lathering and cleansing properties to the oil. (3) Being rich in vitamins A and D (oil soluble), when properly prepared, it presents an advantage over most other vegetable or fruit oils available for cosmetic use. The oil has none of the objectionable odour of turtle or cod-liver oils, which make it well suited to replace these oils. Avocado oil can be adopted to any standard formula in which oil is an ingredient. Substitution of from 1 to 5 per cent. for equal amounts of other oils should effect a gratifying change in the finished product. Trial batches should first be made, especially if mineral oils have been supplanted by avocado oil, since the latter, in most cases, will produce a stiffer emulsion. An article on the use of avocado oil in cosmetics was published in the *C. & D.*, 1935, I, 318.

E. A. O. (15/36).—WEIGHT-REDUCING CAPSULES.—The following recipe is given in "Pharmaceutical Formulas":—

Ext. fuci vesiculosi	gr. iij.
Ext. gentianæ	gr. ij.

Observations have proved the value of ext. fuci as an aid in the reduction of weight. The patient must, however, be "dieted," liquids being reduced to a minimum—as well as carbohydrates—bread, when used, being in the form of toast, with meat once or twice a day; as little fat as possible, and no butter.

P. A. N. (14/36).—HAIR-DARKENING CREAM.—We think the following formula will meet your requirements:—

Silver nitrate	1 gm.
Ammonium carbonate	1·5 gm.
Rose water	20 drops
Pomade	30 gm.

Apply twice weekly.

C. D. D. (15/19).—NON-POISONOUS ANTISEPTIC.—The word "antiseptic" in so far as it relates to prevention of sepsis is perfectly legitimate, but when the same preparation claims to be a reliable germicide under varying conditions and at the same time non-poisonous, that is another matter. If claims are made that it is sporocidal, rendering spore contaminated matter harmless, while in itself non-poisonous, that is almost an impossibility. Curiously enough the genuine sporocides, such as hydrogen peroxide, or caustic soda solution are not usually favoured with the name antiseptic. Many preparations that tend to prevent sepsis have not of themselves any carbolic co-efficient, but tend to remove germs and their surrounding medium from the scene of action, and not kill them. Such a preparation is Morrison's Paste, which consists substantially of exsiccated magnesium sulphate and glycerin. That is a true non-poisonous antiseptic and is extensively used in hospitals. It is not this, but rather a pleasant smelling liquid, non-poisonous, with some Rideal-Walker co-efficient, which is usually required, in other words something that the public associates with a preparation called antiseptic. A demand has recently sprung up for an antiseptic of this nature which is mildly antiseptic and yet harmless and non-irritating when, in the proper dilution, it is placed in body cavities. This preparation finds most use in obstetric work. Such a preparation might contain para-chlor-xylenol rendered soluble with a suitable neutral soap solution and perfumed with terpineol and phellandrene. It must be realised that every antiseptic preparation has its own limited use, and there is no such thing as a universal non-poisonous antiseptic unless it be soft soap and plenty of hot water.

N. C. L. (15/19).—SHAVING CREAM.—"Pharmaceutical Formulas," Vol. II, from which we have selected the following, contains a large number of recipes for shaving creams:—

I

Stearic acid	8 oz.
Coconut oil	2 oz.
Sodium hydroxide	2 dr.
Potassium hydroxide	2 oz.
Distilled water	15 oz.

Dissolve the alkalis in 5 oz. of water. Melt the acid and oil, and slowly pour the lye into the mixture, stirring all the time. Care must be taken because of the instantaneous action of the alkali and stearic acid. Heat until saponified (a piece of the soap dropped in distilled water will remain clear until it begins to dissolve). After being satisfied that there is no free fat the remainder of the water can be added in two ways. It can be brought to the boil, and poured on the soap after it has been divided with a knife; or the soap can be added to the water, left until next day and the whole heated again.

II

Stearic acid	5 oz.
Palm oil, bleached	4 oz.
Coconut oil	3 oz.
Lard	1 oz.
Industrial spirit	3 dr.
Alkali	a sufficiency
Distilled water	22 oz.

This amount of water is the maximum for potting, but there is the addition of scent to be considered. To add an oil of any nature, and leave it unsaponified, will always break down an emulsion such as that produced without the aid of gum and machinery. The addition of essential oils to the above formula necessitates a reduction of water to 20 oz. For saponification, the alkali consists of potassium hydroxide and sodium hydroxide in the ratio of 8 to 1.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," September 18, 1886

A Long Fast

Giovanni Succi, the Italian, who claims to have discovered an elixir which, as he alleges, enables him to live for long periods without food, is reported to have fasted lately for fourteen days under watch, and he is at present attempting a fast of thirty days and nights under surveillance of a committee of vigilance at Milan. Signor Succi is a traveller by profession, and in Africa he claims to have found the herbs from which he concocts this elixir, but he states that they are also to be found in Italy. In Africa, according to Signor Succi's statements, he made "important treaties with some native princes, and secured concessions—among others the island of Joannah, which he wished to cede to the Italian Government on his return." In order to complete this cession, he wrote a number of letters to the King of Italy, and to the members of the Italian Ministry, but as he could not, apparently, write anything at all without reverting to the virtues of his elixir, his communications were thought to emanate from a madman, and no notice was taken of them. At last, however, he has succeeded in attracting the attention of the medical faculty, and his alleged discovery is now being put to the test. . . .

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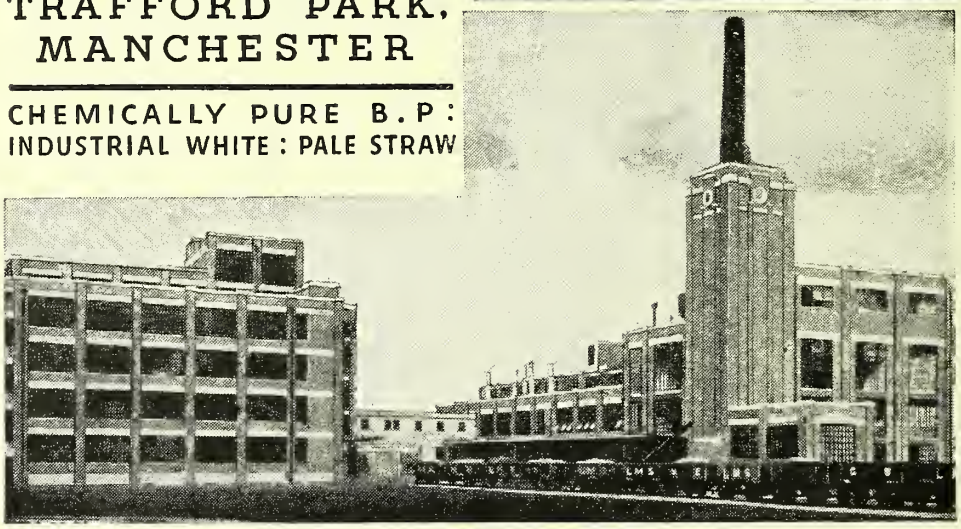

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Nitrous oxide - not less than 99.90%
Nitrogen - - not more than .08%
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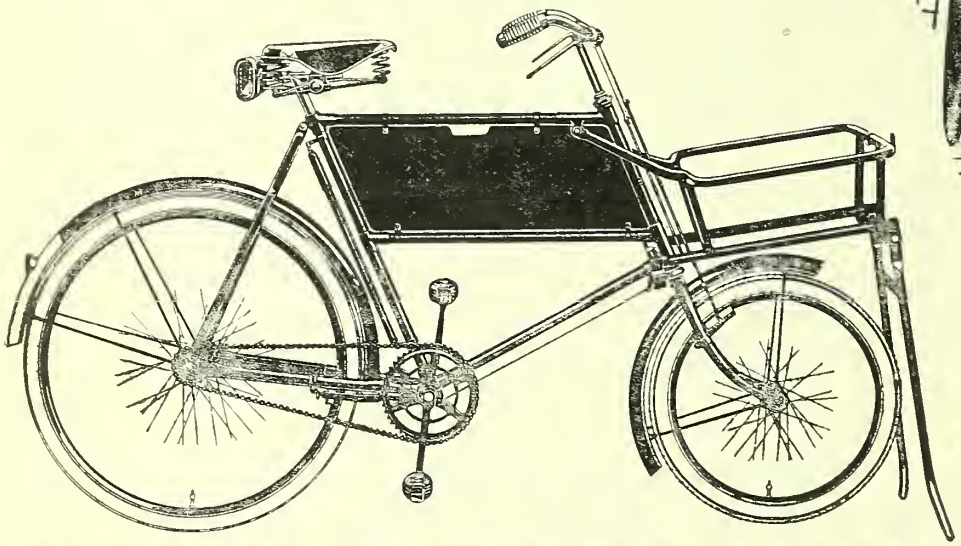

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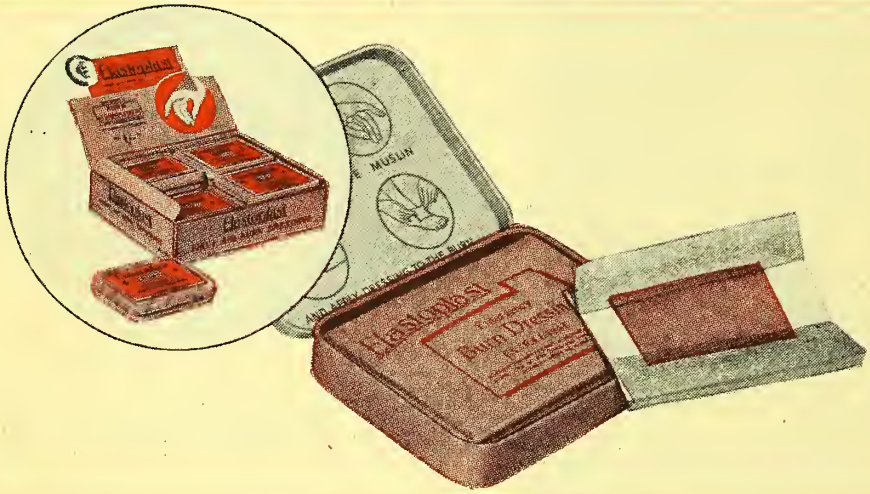
Manufacturers of Pharmaceuticals since 1741

and now more new business



A new *occlusive* Burn Dressing, ready for *immediate* application. Gauze medicated with Picric Acid, on the famous ELASTOPLAST base, ensures a safe first aid dressing that is always ready to hand and always in perfect

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Stock and SELL the quick-sellin

-with Elastoplast BRAND BURN Dressings

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Ready sales are being made to all ELASTOPLAST enthusiasts.

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RITE US FOR NEW COMPETITIVE PRICES
CONTRACT TERMS TO QUANTITY BUYERS
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Extra business in dressings for chemists who display this new Paragon range of cotton wool, plain and boric lint, crepe bandages, W.O.W. bandages gauzes. Stock up in this arrestingly packed series of B.P.C./N.H.I. dressings — a good class line properly presented.

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FOR SLIP LABELS

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We specialize in all kinds of Chemist's Printed Matter and will gladly send samples for your consideration.

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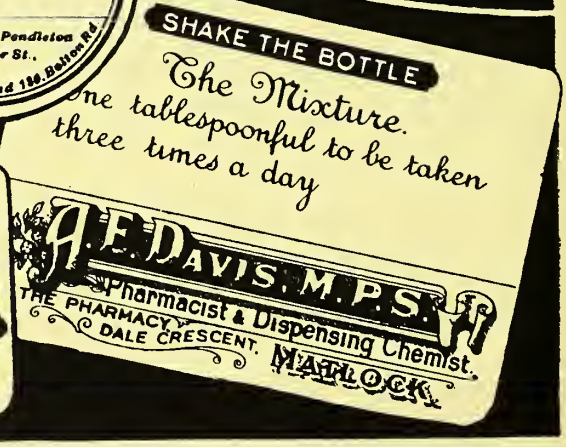

DO-DO BRAND ASTHMA TABLETS

an announcement & A DISCLAIMER

(1) DO-DO Brand ASTHMA TABLETS as sold to-day are not an emasculated formula to comply with the new Poisons Law restrictions. DO-DO Tablets disclose their formula for medical authorities, and every sufferer from asthma, to see and approve.

(2) The TESTIMONIALS published in the national Press weekly in DO-DO advertising are absolutely unsolicited and do not arise from the use of their product in any other form, or to any modified or other formula. DO-DO testimony applies to the product in the form in which it is sold to-day, and every testimonial bears the date it was written.

(3) THERE IS ONLY ONE DO-DO FORMULA and no medical prescription is required for its sale. The formula is the same whether prescribed by the doctor to the patient, or bought over the counter on demand.

(4) The only conviction that an asthma sufferer requires as to the efficacy of the product he employs for relief is RESULTS IN ACCORDANCE WITH ADVERTISED CLAIMS. When he buys DO-DO tablets for relief from ASTHMA and its associated complaints he gets all that he expects, and is entitled to receive.

(5) DO-DO Brand ASTHMA TABLETS are the fastest working, most efficacious, and most scientifically constituted ASTHMA TABLETS in the WORLD. Tens of thousands of grateful sufferers benefited by DO-DO tablets when every other measure to obtain relief and immunity from attack had failed, and testify to the claims here made.

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Brand Dressing

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COMPRESSED TABLETS

We can quote you very favourable prices for bulk or packed tablets of every description. Ask us for samples and prices.

We specialize in the manufacture of all kinds and shall welcome enquiries.

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Bound to be a Big Seller!

" Alka-Seltzer " Tablets are bound to be a big seller. They're unique. For the first time in history Sodium Bicarbonate, Citric Acid and Acetyl-Salicylic Acid have been combined in stable form in an effervescent tablet.

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In America " Alka-Seltzer " has grown in four years from nothing to the biggest selling single item on the chemist's shelves. Now it is being introduced to Great Britain, where its unique properties should ensure just as great a sale.

For the moment " Alka-Seltzer " Tablets are being advertised in a few districts, but the campaign is being extended rapidly and soon it will be nation-wide. The chemist who stocks " Alka-Seltzer " now will have the nucleus of a trade that will grow enormously.

If you are interested write for full particulars of " Alka-Seltzer " Tablets, price list, display discounts, etc.

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"Alka-Seltzer" Brand

Effervescent Alkalizing & Analgesic Tablets

The Miles Laboratories Inc., manufacturers of "Alka-Seltzer" Tablets, are known throughout America as staunch friends of the pharmacist and as equally staunch upholders of the principles of fair profits and fair trading. They stand behind every sale of "Alka-Seltzer" and chemists are authorised to refund without question the full purchase price of the first bottle if ever requested to do so.

Retail Prices
1/3 & 2/6

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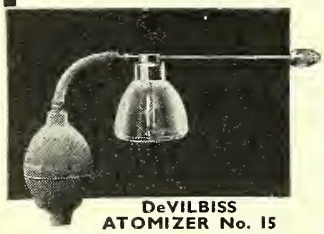

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Every home needs one or more DeVilbiss Atomizers. DeVilbiss Atomizers have been used and prescribed by the medical profession for more than 45 years, and to-day the DeVilbiss range includes improved Atomizers of every required type. DeVilbiss Atomizers are reasonably priced, fully guaranteed and carry handsome profits. Conspicuously displayed, they stimulate the sale of medical and antiseptic solutions—and sell themselves.

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For oils only. Produces a large volume of extra dry vapour for deep inhalation. Price 48/- per dozen.

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DeVilbiss ATOMIZERS

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CVS-93

Are you getting YOUR Bonus?

EVERY COUGH IS A CALL FOR KAY BRAND LINSEED COMPOUND COUGH CURE

The call for Kay Brand Linseed Compound will soon be heard again. Displays in your shop and window embodying this impressive showcard will keep your Kay sales at the swift high-earning bonus turnover level. Write NOW for details.

KAY BROTHERS LTD.
St. Petersgate Works, STOCKPORT

WINTER IS COMING—
THAT MEANS MORE
RHEUMATISM
STOCK UP WITH
CURICONES
The famous Anti-Rheumatic Capsules

★ A Chartered Accountant's Certificate states that in 1936 over 5,000 doctors were prescribing and recommending "Curicones."

★ "Curicones" are widely advertised in the National Press.

★ Retail prices: One bottle 5/-. Three bottle package 14/-. Six bottle package 24/-. Order now in time for the demand.

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Manufacturing Chemists
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• the Chemist sells to an ENTIRELY UNRESTRICTED MARKET

THOUSANDS OF POUNDS will be spent this season NATIONALLY ADVERTISING

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• . . . link your counter or window with this profitable sales-promoting scheme.

- **NATION-WIDE PRESS AND POSTER ADVERTISING MEANS—**
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See that you are fully stocked and ready to meet the demand

GALLOWAY'S

COUGH SYRUP

A £5 Order entitles you to

10% DISCOUNT and 2½% for Prompt Cash

1/3 Size 12/- Per doz.
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Carriage and Packing Free in United Kingdom

FAMILY
LUNG SYRUP
Special Offer
FOR £5 PARCEL

6½d. SIZE	- -	4/9	PER DOZ.
1/- „	- -	9/-	„ „
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A Genuine Remedy
Nationally Advertised
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A Product of

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Every Bengué Speciality excels

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Combination of Magnesium Sulphate and Meat Peptone, used as a cholagogue and also cholecysto-kinetic.

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Fluid extract of Passiflora Incarnata, circulatory and nerve sedative. A non-toxic preparation.

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A remineralising agent composed of mineral salts and gland extracts. Recommended for Tuberculosis, Rickets, &c.

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Gives almost instant relief, in cases of Rheumatism, Neuralgia, Lumbago, &c.

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The Rational Remedy for Hyperchlorhydria

A GASTRIC ANTACID THAT NEUTRALIZES EXCESSIVE ACIDITY WITHOUT PRODUCING ALKALINITY

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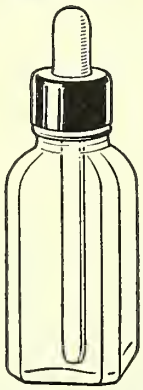
DROPPING BOTTLES



ENGLISH MADE. *SUPER QUALITY.*

AMBER GLASS.

FITTED BROWN BAKELITE CAP,

BROWN TEAT AND GLASS TUBE.

SUPPLIED WITH OR WITHOUT BOXES.

FULL PARTICULARS FROM

WILLIAM TOOGOOD LIMITED

77 SOUTHWARK STREET, LONDON, S.E.1

Rivista Italiana delle Essenze, dei Profumi e delle Piante officinali

EIGHTEENTH YEAR OF PUBLICATION

OFFICIAL ORGAN OF THE FENACHIMICI

Director: - - - - Dr. EMMA FENAROLI
Editorial Offices: - VIA S. VINCENZO N.38 MILAN
Telephone: **31 216-C.P.850**

Producers of Aromatic Substances for Perfumery—Manufacturers of Articles used in the Perfumery Trade—This is the Periodical in which to Advertise effectively in Italy.

MAKE USE OF ITS ADVANTAGES

SAMPLE COPY AND TARIFF ON REQUEST

BY APPOINTMENT

YARDLEY

GIFT CASES

THIS YEAR

ARE THE

FINEST

EVER OFFERED

TO THE TRADE

YARDLEY, SACKVILLE HOUSE, 40 PICCADILLY, LONDON, W.1

£100 IN PRIZES

FIRST PRIZE £50 SECOND PRIZE £25 THIRD PRIZE £15 FOURTH PRIZE £10

and 1,005 Consolation Prizes

in simple, fascinating competition offered by the makers of GLYROSA JELLY—famous for making hands soft and lovely

Readers of this paper need no introduction to Glyrosa Jelly for the hands. Most of you stock it already. But we have news for you—splendid selling news.

GLYROSA JELLY IS GOING TO BE HEAVILY AND CONTINUOUSLY ADVERTISED FROM NOW (SEPTEMBER) ONWARDS IN DOZENS OF LEADING WOMEN'S NATIONAL DAILIES, WEEKLIES, AND MONTHLIES

Week after week and month after month every woman everywhere will see this advertising, and many thousands of them will compete for the substantial cash prizes in the great "pairing of hands" competition with which the campaign opens in a few days' time. Neither money nor effort is being spared to make this an outstandingly successful advertising campaign.

THREE SPECIAL BONUS PARCELS

Available Until October 1. ORDER YOUR PARCEL NOW!

	Cost £ s. d.	Sells at £ s. d.	Net Profit
Parcel "A"			
3 doz. 6d. Glyrosa at 4s.	0 12 0	0 18 0	
1 doz. 1s. Glyrosa at 8s.	0 8 0	0 12 0	
Free Display Bonus:			
3 only 6d. Glyrosa	—	0 1 6	
1 only 1s. Glyrosa	—	0 1 0	
	1 0 0	1 12 6	38·5%
Parcel "B"			
6 doz. 6d. Glyrosa at 4s.	1 4 0	1 16 0	
2 doz. 1s. Glyrosa at 8s.	0 16 0	1 4 0	
Free Display Bonus:			
1 doz. 6d. Glyrosa	—	0 6 0	
⅓ doz. 1s. Glyrosa	—	0 4 0	
	2 0 0	3 10 0	42·8%
Parcel "C"			
12 doz. 6d. Glyrosa at 4s.	2 8 0	3 12 0	
4 doz. 1s. Glyrosa at 8s.	1 12 0	2 8 0	
Free Display Bonus:			
3 doz. 6d. Glyrosa	—	0 18 0	
1 doz. 1s. Glyrosa	—	0 12 0	
	4 0 0	7 10 0	46·6%

GLYROSA JELLY

makes hands soft, smooth and silky

The quick-selling pack for your counter

ORDER

TO H. A. PENNEY LTD., 3-5, BURLINGTON GARDENS, W.1.

Please deliver at once special parcel(s) of GLYROSA JELLY as follows:

SPECIAL PARCEL	COST PRICE	TO RETAIL AT	NET PROFIT
"A"	£1 0 0	£1 12 6	35.5%
"B"	£2 0 0	£3 10 0	42·8%
"C"	£4 0 0	£7 10 0	46·6%

(cross out items not required)

Signature or Label.....

Address.....

Usual Wholesaler.....

EUCRYL
DENTIFRICES

TOOTH POWDER · TOOTH PASTE · DENTURE POWDER

Bought on Display Terms yield :-

PROFIT ON SELLING PRICE **43%** | PROFIT ON BUYING PRICE **75%**

EUCRYL LTD. Manufacturing Chemists, **SOUTHAMPTON**

The All-British Dentifrices with BIG PROFITS

Nationally Advertised all the Year Round

The Toothpaste which is also a Tonic

A PROMISING NEW LINE

There is a responsive market ready for "IODENT," the new Iodine-containing Toothpaste.

"IODENT" is a definite development, removed from the ordinary Dentifrice. It does *everything* a good Toothpaste should do, exercising, additionally, a tonic effect on the general Health.

"IODENT" contains an adjusted proportion of health-giving Iodine which is absorbed into the system through the tissues of mouth and gums. Not only are teeth well cared for, gums strengthened and the mouth refreshed, but the entire system derives benefit from the Iodine intake. Science advocates the daily *Iodine-ration,* particularly in the case of growing Children, whose healthful development it materially helps.

On the

CHEMISTS' FRIENDS LIST

IODENT
THE IODINE TOOTHPASTE

Made by H. Sardou & Co., Progress Works, City Road, Manchester, 15.

(19)

DAWN

RAVEL PROOF

FACE CLOTHS

"In a class by themselves"

A cheap face cloth will bring neither profit nor satisfaction. "Dawn" Face Cloths will increase your turnover. Your customers will come again once they have tried them. Their delicate pastel colourings and soft texture make an instant appeal. They retail at 6d. and show a good profit.

From your usual wholesaler.

This attractive counter display outer takes up little space and has proved a wonderful sales help. Colourful, yet neat, it will ensure those EXTRA sales if prominently displayed.

Jacquesl Fabrics Ltd

105-107 PRINCESS STREET, MANCHESTER

London Agent:
G. H. BOLTON, 28 Falcon Square, Aldersgate Street, E.C. 1

MORNY

Fine Perfumery

1936

A very attractive display of Christmas and Seasonal lines will be made at the Stockrooms—particulars as below. Previous advice from our trade friends as to when we may expect the pleasure of their visit will be greatly appreciated

XMAS STOCK ROOMS

TOWN	HOTEL	REPRESENTATIVE IN CHARGE	DATES (Inclusive)
ABERDEEN	PALACE HOTEL	Mr. W. L. GRAY	October 13th–15th
BIRMINGHAM	MIDLAND HOTEL	Mr. K. MICHAEL	September 21st–25th
BOURNEMOUTH	GRAND HOTEL	Mr. P. V. ALBRECHT	October 5th–9th
BRISTOL	ROYAL HOTEL	Mr. K. MICHAEL & Mr. P. V. ALBRECHT	September 28th–October 2nd
CARDIFF	PARK HOTEL	Mr. K. MICHAEL	October 5th–9th
HULL	NEW MANCHESTER HOTEL	Mr. A. WITHY	October 6th and 7th
LEEDS	GREAT NORTHERN HOTEL	Mr. A. WITHY	September 29th–October 1st
LIVERPOOL	ADELPHI HOTEL	Mr. A. WITHY	September 21st–25th
LONDON	MORNY HOUSE 201 Regent St.	Mr. J. P. FRENCH & Mr. A. BRYDEN-BROWN	October & November (By Appointment)
NEWCASTLE	COUNTY HOTEL	Mr. W. L. GRAY	September 22nd–24th

Illustrated brochure of the attractive series of Pagoda gift sets is now available on application to

MORNY LTD., 6 New Burlington Street, London, W.1

Buty-Tone

CREAMS NOW *SELLING FAST* in 1/- tubes!

OWING to the great popularity of Buty-Tone Cleansing and Foundation Creams in the 2/- pots, these famous creams now make their debut also in smart new 1/- tubes. These strong, handy-size tubes are ideal for carrying in the handbag. Stocks are now ready and every go-ahead Buty-Tone dealer should order supplies at once.

EXTENSIVELY ADVERTISED IN WOMEN'S PAPERS!

The current Buty-Tone advertising is appearing in every worth-while woman's paper, including—Modern Woman, Everywoman's, Woman & Beauty, Woman's Fair, My Home, Home Chat, Picturegoer, Home Journal, Mother, Home Notes, Weldon's Ladies' Journal, Miss Modern, Glasgow Bulletin, Woman's Sphere, Woman & Home, Film Weekly, etc. . . . with a combined readership totalling more than a million women. And remember, these attractive Buty-Tone advertisements all feature the new 1/- tubes. *The demand is being created for you.* Be ready to meet it!

Order NOW from

BEAUTY PROPRIETARIES LTD.

EAGLE HOUSE, JERMYN STREET, LONDON, S.W.1

Virginia's

HOLLYWOOD PREPARATIONS

including

HOLLYWOOD WONDER MASK

BIG PUBLICITY CAMPAIGN *means* BIG PROFITS FOR YOU!

Stock these famous lines. Women will be asking for them everywhere as the result of an extensive Publicity Campaign about to start. HOLLYWOOD WONDER MASK is unique—a PLASTIC white cream which does not stiffen. Here's just one of the big sellers in this range. Public interest will be aroused by unique offer of complete 7/6 outfit in handsome Carton for **3/6**.

***Stock up* NOW**

BE READY TO MEET A HUGE DEMAND

Write for details

Virginia's

HOLLYWOOD PREPARATIONS (1936) LTD.

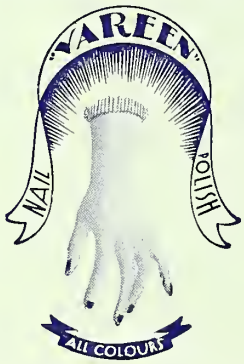
SLOUGH, BUCKINGHAMSHIRE

"VAREEN"

LIQUID NAIL POLISH

FAVOURITE COLOURS:

Natural Rose	Coral	Blush Pearl	Orange	Carnation
Pale Coral	Deep Rose	Rose Pearl	Lake Red	Dark Red
	Pearl	White	Red	Etc.



Made in all colours.

In Clear, Cream or Pearl.

NAIL POLISH: 1/- size, **7/6** doz. 1/6 size, **10/6** doz. 2/6 size, **16/-** doz.

POLISH REMOVER: 1/- size, **7/6** doz. 1/6 size, **10/6** doz.

CUTICLE CREAM: 1/- size, **7/6** doz. 1/6 size, **10/6** doz.

VAREEN CUTICLE REMOVER: non-caustic, delicately perfumed. 1/- size, **7/6** doz.

(FROM YOUR WHOLESALER)

Vareen Ltd., 86 Portobello Road, London, W.11

GARDENIA and ENGLISH FERN

by

Bronnley

We confidently recommend you to display Bronnley Gardenia and English Fern Toiletries and Gift Sets for record sales this season. Effective new show material is now available.

• English Fern

The favourite perfume in Bronnley's Soaps and perfumery.

BATH SOAP No. 1007
76/- per gross tablets
9½d., tab., 4/6 box of 6 retail

• GARDENIA
Bronnley's latest perfume success

PERFUME
24/-, 36/-, 64/-, 120/- doz.
3/-, 5/-, 9/-, 16/- retail

BEAUTY SOAP
20/- doz. boxes,
2/6 box retail

BRONNLEY

H. BRONNLEY & CO., LTD., ACTON VALE, LONDON, W.3

SOMETHING NEW IS BOUND TO PLEASE!

ESPECIALLY THE **EMPIRE BATHJOY**

The latest device in attractive form for softening and perfuming water...

Delicately perfumes and softens the hardest water.

Perfumes: — Verbena, Lavender, Eau de Cologne, Dusk of India, Pine.

In assorted colours

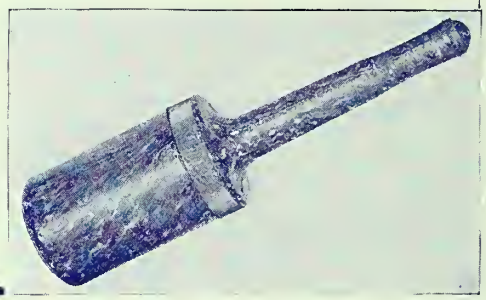
Packed in attractive Christmas Wrapping from NOVEMBER.

Retail Prices

COMPLETE BATHJOY IN BAKELITE **3/11**

DE LUXE MODEL IN BEETLE (pastel colours) **5/11**

REFILLS 1/6 EACH



USUAL TRADE DISCOUNTS

An elaborate Showcard (printed in 6 colours) as illustrated above will be supplied on request

BRITISH EMULSIFIERS LTD.,

TEDDINGTON, MIDDX.

Grams: BRITEMULSI, TEDDINGTON Phone: MOLESEY 1202/3

A Great Idea and a Great Seller

ANOTHER WINNER FROM THE HOUSE OF FENTON

The NEW COMPANION

HANKY PUFF

PATENT APP. NO. 19024/35

One side fitted selected chamois to remove grease and shine, the other side fitted swansdown or wool for applying powder.

Such an improvement on the ordinary handkerchief puff—
Ask any Lady

Each puff packed in attractive transparent top box with compelling display outer (as shown) containing half dozen.

No. 123 12″ Real Silk Georgette in assorted designs. Tinted swansdown and chamois **10/-** per cabinet of ½ doz.

No. 124 12″ Silk Crepe in assorted designs. Tinted swansdown and chamois **12/-** per cabinet of ½ doz.

No. 125 12″ Real Silk Georgette in assorted designs. Tinted fura and chamois **8/-** per cabinet of ½ doz.

Order Now through your Wholesaler. Stockists include:

BRITTON, MALCOLM & WAYMARK, LTD.
A. DE ST. DALMAS & CO., LTD.
GOODALL, BACKHOUSE & CO., LTD.
HIRST, BROOKE & HIRST, LTD.
MAY, ROBERTS & CO., LTD.
MUNRO, McLAREN & SUTHERLAND, LTD.
SANGERS, LTD.
SOUTHALL BROS. & BARCLAY, LTD.

THE FENTON MANUFACTURING CO., LTD.

Showrooms and Offices: **13 BARTLETT'S BUILDINGS, HOLBORN CIRCUS, LONDON, E.C.4**

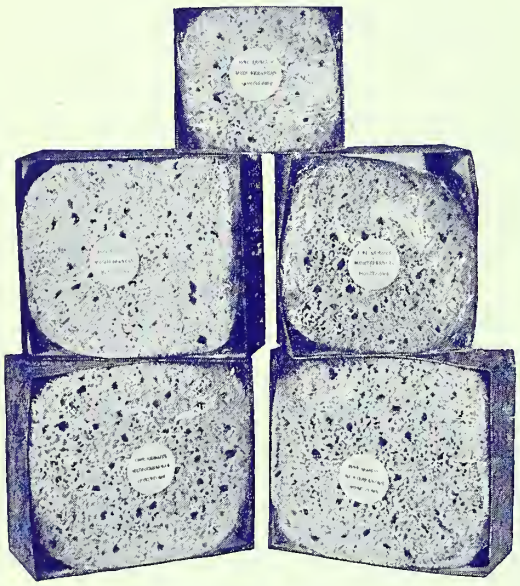
Telephone: Central 9836-7 (Private Branch Ex.)

LONDON FACTORY: PUREFECT WORKS, FARRINGDON ROAD E.C.4

"I knew a poor man once who had to give a millionaire a present. He chose a guinea Bath Sponge and it pleased the rich man more than any other present."
—From "THE DAILY MIRROR."

We have had an increasing demand for Presentation Sponges this year. There is no doubt that if people could only be made "Sponge minded," by seeing these boxes, every one would be glad of such a suitable addition to the limited selection of Useful Gifts.

SPONGES *always make* SUITABLE GIFTS



Set up a display of Fine Sponges for the coming season

We shall be pleased to submit a selection on approval

SHOWCARDS WITH ALL ORDERS

No. XX.	Choice quality, Selected Shapes, Honeycomb Sponge, wrapped and in Fancy Box	2/6 each
No. X1	,, ,, ,, ,,	5/- ,,
No. X2	,, ,, ,, ,,	7/6 ,,
No. X3	,, ,, ,, ,,	10/- ,,
No. X4	,, ,, ,, ,,	12/6 ,,
No. X5	,, ,, ,, ,,	15/- ,,
No. X6	,, ,, ,, ,,	20/- ,,
No. X7	,, ,, ,, ,,	25/- ,,
No. X8	,, ,, ,, ,,	30/- ,,

Subject to 33⅓% discount

Enquiries Invited

CRESSWELL BROTHERS Branch

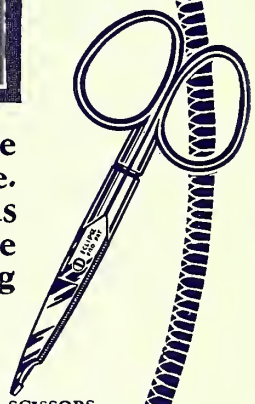
INTERNATIONAL SPONGE IMPORTERS LTD.

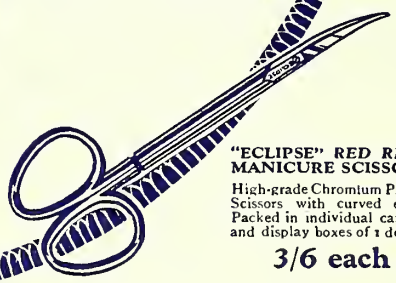
18 *and* 19 RED LION SQUARE, LONDON, W.C.1

Phone: Holborn 1432 Wire: "Cresswell, Holb, London"

Eclipse SPECIALITIES for CHRISTMAS TRADE

'Eclipse' Toilet Specialities are made to a fine standard of excellence. They provide not only a generous profit on sale but enhance the prestige of the Chemist by their long and superior service to the user.





'ECLIPSE' *Red Ring* NAIL SCISSORS
With finger tip recess and grooved nail file. Sheffield made from high-grade steel, chromium plated. Packed in individual cartons or leather cases and put up in display boxes of 1 dozen.
2/9 cartons. 3/4 leather cases

"ECLIPSE" SUPER MANICURE FILES
Finest Stainless Steel in Professional and Thumb patterns—the latter having finger tip recess for ease of nail cleaning. Supplied carded in dozens, assorted or in attractive Display Box.
5d. to 3/6 each
Also supplied on Xmas Greeting Cards, **6d.** & **9d.**

"ECLIPSE" *RED RING* MANICURE SCISSORS
High-grade Chromium Plated Scissors with curved ends. Packed in individual cartons and display boxes of 1 dozen.
3/6 each

'ECLIPSE' *Red Ring* SHAVING BRUSHES
A range of good quality brushes retailing from 2/6 to 25/- each. Guaranteed Sterilized.

Obtainable from your usual Wholesaler or direct from E.116.

JAMES NEILL & CO (SHEFFIELD) LTD., SHEFFIELD. 11.

Dr. Page-Barker's
Scurf & Dandruff Lotion

The recognised specific for SCURF and DANDRUFF

Now made in
TWO SIZES

STANDARD 18/- doz. Retail 2/6
FAMILY SIZE 24/- doz. „ 3/6

P.A.T.A.

Three bottles free with every 3 dozen Smart showmatter with all orders

A MONEY-BACK GUARANTEE WITH EVERY BOTTLE

Sells on its reputation to those who know, and on its guarantee to those who don't

THOS. CHRISTY & CO., LTD.
4-12 Old Swan Lane, London, E.C.

A POWDER PUFF
made of fine SPONGY RUBBER
creates NEW interest—New sales

It can be washed as often as wished—it is silken soft to use—it takes off grease—it spreads powder evenly—such advantages instantly appeal to the fastidious, and who isn't? Women will want Powderflirt from YOU. Made by patented process from the finest spongy rubber, it has no competitor. Take in an initial stock and sales will surprise you. The 2-dozen counter carton illustrated will sell from the counter.

Sizes below will fit any flapjack the purchaser may be using.

★ **ADVERTISING**
IS NOW APPEARING IN THE MASS-CIRCULATION
NATIONAL PUBLICATIONS
TO POPULARISE THIS WONDER PUFF

Powderflirt
SUPER FINE SPONGY RUBBER
POWDER PUFF

Retails at 1/- 1/3 1/6 2/- 3/6

TRADE TERMS from
J. G. FRANKLIN & SONS, LTD., BIRKBECK RUBBER WORKS, DALSTON, E.8
City Showrooms: 61 HOLBORN VIADUCT, E.C.1 Tel.: CENTRAL 3740

BRYLCREEM

The Perfect Hair Dressing

is the Perfect all-the-year-round Seller

Be Sure to see

STANDS 96 and 100
CHEMISTS' EXHIBITION

Indispensable for your Christmas Trade

With Christmas not so far away, you are probably on the look-out for some really profitable lines. This County Product most certainly *is* one. It consists of tubes of Brylcreem, Hill's Smokers Tooth Paste, County Shaving Cream and a Packet of Brylco Razor Blades put up in a special seasonable packing and retails at

3/6

Trade Price **28/-** per doz.

COUNTY PERFUMERY CO., NORTH CIRCULAR ROAD, WEST TWYFORD, N.W.10

NORTH SOUTH EAST WEST

a new appeal

ALURA

Colour Wave Set

The newest thing in hair beauty preparations —a new idea, a sure seller : Nestlés ALURA *Colour Wave Set.* The shilling bottle contains sufficient for 15 wave sets, and there are six colours from which to choose. Don't miss it, order now and profit from the large National Advertising Campaign starting immediately.

Going to Olympia?

ALURA *is on the Nestlé Stand, Avenue K. 1-L. 1 (first floor).*

TRADE PRICE :

1 dozen bottles per dozen 8/-

6 dozen or more per dozen 7/9

Your Wholesaler can supply.

C. NESTLÉ & COMPANY LTD., 465-467 Holloway Road, London, N. 7. Archway 1184

Attractive Shops Attract more Business!

We specialise in modernising Chemists' Shops, Interiors and Furnishings and shall be pleased to co-operate with Chemists for any kind of alterations or additions

PHARMACY FITTERS FOR OVER A CENTURY

PHILIP JOSEPHS & SONS LTD.

90-92 ST. JOHN STREET, CLERKENWELL, LONDON, E.C.1

Telephone : Clerkenwell 4111/2 ESTABLISHED IN 1826

CHRISTMAS GIFTS from

KENT

EST'D 1777

THREE ATTRACTIVE MODERN LINES

KENT EST. 1777 ENGLAND

KENT-COSBY (COSBY PATENT)

HYGIENIC REFILLABLE HAIRBRUSH

- BRISTLES TAKE OUT TO WASH
- HANDLE BACK NEVER SPOILT BY WATER

Also in Military shape. Handle backs in various finishes. Bristle refills in various qualities of pure bristle. Also with rubber cushion base.

Packed in attractive gift boxes on request.

Retail prices, with Satin finish or coloured handles

7/11, 12/6, 18/6, 30/-, 45/-

THE NEW MASSAGE SHAVING BRUSH (COSBY PATENT)

- The best Shaving Brush made because the rubber massage brush attached to the end of the handle works the soap right into the roots of the beard and gives the user all the advantages of a barber's "rub-in"—the secret of a perfect shave.
- Its selling points are so compelling that customers will not wait until they need a new brush, but will be induced to purchase a "Kent Massage," **thereby creating entirely new sales not available by the presentation of ordinary brushes.**

Packed in attractive gift boxes on request.

RETAIL PRICES: 5/9, 10/6 15/9, 21/-

'A RUB-IN MASSAGE GIVES A BARBER'S SHAVE'

KENT FITTED CASES

No. 21

- ALL HAIR BRUSHES MADE OF PURE BRISTLE AND GUARANTEED MADE BY KENT
- QUALITY LEATHER
- RELIABLE FITTINGS

Real Pigskin Zipp Fastener Case, containing natural ebony pure bristle hairbrush, mixed badger shaving brush, Kent "Super" shaving soap in bakelite containers, steel mirror, nail file, safety razor and comb.

GENEROUS TRADE DISCOUNTS

ATTRACTIVE SHOWCARDS SUPPLIED ON REQUEST

WRITE FOR ILLUSTRATED LIST

MADE IN ENGLAND BY

G. B. KENT & SONS LTD.

75 FARRINGDON ROAD, LONDON, E.C.1

TELEPHONE: HOLBORN 5066-7-3 TELEGRAPHIC ADDRESS: "TRICHO, LONDON."

Gillette and Valet Christmas drive starting now!

Each Christmas sees more and more Gillette and Valet razor sets sold. Each year new sales records are established. Now is the time to send in your orders for the coming season. Already the advertising is on the way. Gradually it will increase in intensity, running to a carefully prepared schedule, till it reaches a climax shortly before Christmas. Get your full share of this great campaign. See that your stocks are adequate. Arrange attractive counter and window displays. Striking show material will be gladly sent on application.

Gillette and Valet Advertising will appear in the following publications:

NATIONAL PAPERS: DAILY MAIL ● DAILY EXPRESS ● NEWS CHRONICLE ● DAILY HERALD ● DAILY TELEGRAPH ● THE TIMES ● PEOPLE ● SUNDAY CHRONICLE.

PROVINCIAL PAPERS: BIRMINGHAM MAIL ● LIVERPOOL ECHO ● MANCHESTER EVENING CHRONICLE ● MANCHESTER EVENING NEWS NEWCASTLE EVENING CHRONICLE ● YORKSHIRE EVENING POST ● GLASGOW DAILY RECORD ● GLASGOW EVENING NEWS ● GLASGOW EVENING TIMES ● EDINBURGH EVENING NEWS ● EDINBURGH EVENING DISPATCH ● IRISH INDEPENDENT ● IRISH PRESS ● BELFAST TELEGRAPH.

LONDON EVENING PAPERS: EVENING STANDARD

WEEKLY PAPERS: PUNCH.

GILLETTE INDUSTRIES LTD., GILLETTE CORNER, GREAT WEST ROAD ISLEWORTH MIDDLESEX TELE. EALING 1161.

"The Puff that does not Fluff"

BEAUTIFUL RICH FINISH!

SOFT AND DELICATE ASSORTED PASTEL SHADES

MODERN DESIGN HANDKERCHIEFS

IN CELLOPHANE ENVELOPES

COLOURS, DESIGNS, PRICE ALL AT A GLANCE

SMART SHOWSTANDS FREE

LIBERAL DISCOUNTS

ASK FOR SPECIAL BONUS OFFER

A QUALITY PRODUCTION

SELLS AT SIGHT

FIXED RETAIL PRICES FROM 1/-

ASK FOR PRICE LIST AND SAMPLES FROM

GRIMWOOD & DE GEUS, LTD.

FINSBURY COURT, FINSBURY PAVEMENT, LONDON, E.C.2

Telephone : National 0312

LUCE'S

JERSEY
EAU-DE-COLOGNE ◊ PERFUMES & TOILETRIES

BONUS OR WINDOW DISPLAY TERMS

For a direct order of £3 value and a promise to give a good Window or Counter Display for 14 days, a Bonus of 2 per dozen is given. This means

PROFIT ON SELLING PRICE 43%

PROFIT ON BUYING PRICE 75%

LUCE'S EAU-DE-COLOGNE Co LTD.
Established in Jersey in 1837
7 OAKLEY ROAD SOUTHAMPTON

BIDWELLS' Bone Tooth Brushes

Bestow Bifold Benefits

FOR RIGIDITY and RELIANCE
BONE IS BEST

Chemist and Customer both satisfied

CHEMISTS' OWN PATTERNS
A SPECIALITY

LET US QUOTE YOU

Please send your enquiries to:

BIDWELLS LTD.
AXMINSTER, DEVON

Help your Customers to buy "Make-up." You will sell more if you use

THE CHEMIST AND DRUGGIST

COSMETIC HARMONY CHART

(Reprinted from The Chemist and Druggist, June 27, 1936)

Enables you to advise authoritatively on the correct shades of face powder, rouge, lipstick, and nail varnish for pale and medium blondes, medium and full brunettes, titian, auburn, "mouse" brown and grey types for both day and evening make-ups. Each "type" is depicted in full colour. Separate key gives reference to the preparations of twelve popular makers.

In Full Colour, mounted on stiff board

Price 1s. each, post free
3 for 2s. 6d. „ „

Order from
The Publisher
The CHEMIST AND DRUGGIST
28 ESSEX STREET, STRAND,
LONDON, W.C.2

Success Story

Christmas 1934 — **New styling and a national press campaign DOUBLED sales of Kodak Gift Sets.**

Christmas 1935 — **More attractive designs and further Kodak advertising TREBLED 1934 figures.**

Christmas 1936 — **The designs are " best-sellers " ; big advertising in national and technical press will back them up ; help yourself by helping to beat last year's figures.**

Among the most popular of all gifts, " Kodaks " and " Brownies " have this special claim on your attention ; *every one you sell creates future film and D. & P. business worth many times its original value.*

Each Kodak gift set contains a complete picture-taking outfit—Camera, Carrying Case and spool of Kodak Film. By presenting all these together as a single gift, you make sure of three sales at once. The attractive presentation boxes (for which neither you nor your customers pay anything extra) will catch and hold the gift-buyer's eye where an ordinary show of cameras might be overlooked.
There are twelve sets to choose from, prices ranging from 7/- to £5-15-6. Order in good time for Christmas and the New Year.

KODAK GIFT SETS

KODAK LIMITED, KODAK HOUSE, KINGSWAY, LONDON, W.C.2.

YOUR BIGGEST SELLING LINES!

SHAVEX

The NO SOAP—NO BRUSH method of Shaving

ZEE-KOL Ointment

The Wonder Skin Remedy

ZEE-KOL SOAP

The Almond Oil Soap

DOGE CREAM

The New Marvellous Complexion Restorer

SPA-SEL SALTS

The Regenerator of the Human Body

OBTAINABLE FROM ALL PRINCIPAL WHOLESALERS

Write for Particulars and Prices

SHAVEX-ZEEKOL COMPANY LTD.

40 BLENHEIM ROAD - - UPPER HOLLOWAY, N.19

SOMETHING NEW FOR CHRISTMAS

Carillon by Atkinsons

CARILLON IS PACKED IN A MOST ATTRACTIVE BOX SPECIALLY DESIGNED FOR ITS UNIQUE EFFECTIVENESS IN DISPLAY

THE introduction of this new perfume is of special significance at this time. To describe it is to describe the ideal present—sophisticated, attractive, yet moderately priced.

Terms to the Trade are generous, and display material in keeping with the presentation of Carillon will be available.

Place your orders for Carillon *now* for delivery for Christmas trade.

★ The introduction will be announced in specially selected magazines and newspapers, and an important and attractive advertising campaign will be used during the coming year.

RETAIL PRICES (EACH)	1/6	Trial size	3/=	5/6	10/6	20/=
TRADE PRICES (PER DOZ.)	12/=		24/=	44/=	84/=	160/=

ACT 1-545-100

7 Pints of GINGER WINE

can be made with this 9d bottle of Essence

The high concentration and extra fine quality of this Ginger Wine Essence give the greatest satisfaction to the user. The dimpled bottle is an attraction, while the full flavour of the contents makes repeat custom certain. You can rely on Pennine Brand to serve you well.

The 3-oz. Bottle is the basis of 7 pints of full-strength Ginger Wine at a cost (with sugar) of less than 3d. per pint.

"PENNINE"
BRAND
GINGER
WINE ESSENCE

Trade Price : 5/- per dozen

SHOWCARD AVAILABLE

THORNTON & ROSS LTD.

Manufacturing Chemists - MILNSBRIDGE, HUDDERSFIELD

T.R.15

BOTTLES

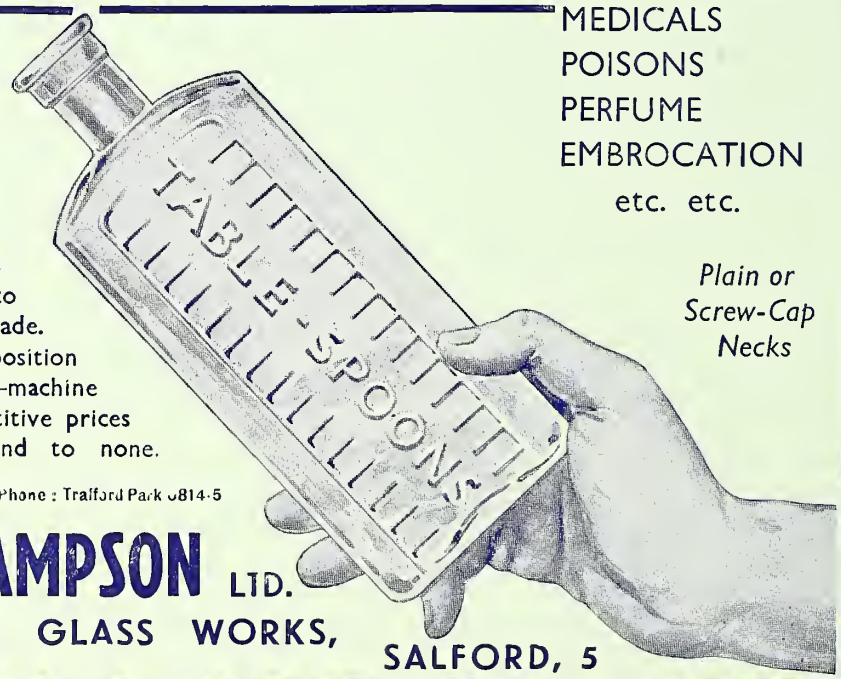
BRITISH MADE

OF

QUALITY

MEDICALS
POISONS
PERFUME
EMBROCATION
etc. etc.

Plain or Screw-Cap Necks



For over 80 years we have been making bottles of every description to meet the needs of the Trade. We are in a favourable position to produce all types—machine made—at highly competitive prices and of a quality second to none.

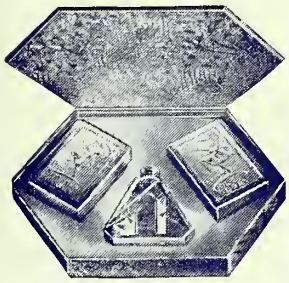
We shall welcome your enquiries. 'Phone : Trafford Park 0814-5

FREDK. HAMPSON LTD.

PERSEVERANCE GLASS WORKS, SALFORD, 5

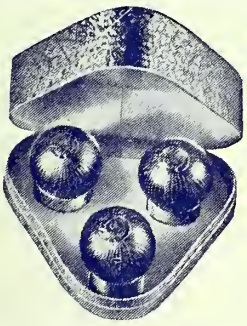
Solid Brilliantine and Golden Shaving Stick **2/6**

6 Tablets Golden Glory **3/-**

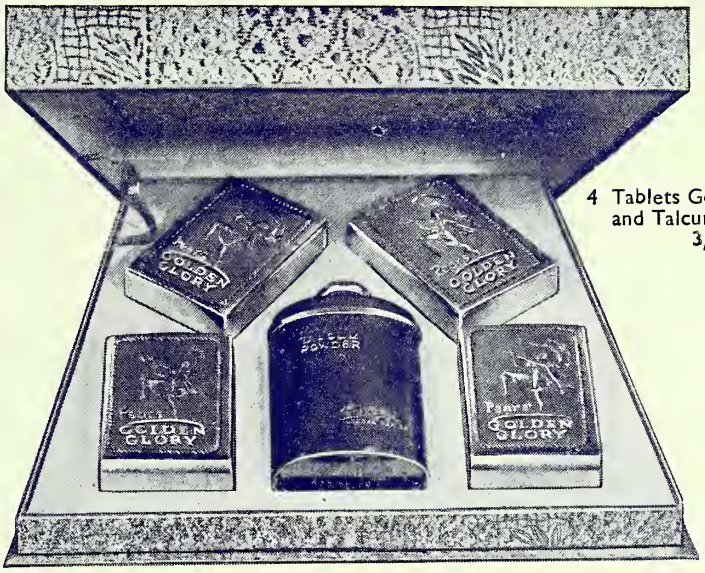


2 Tablets Golden Glory and Eau de Cologne or Lavender Water **2/6**

Speedishave Powder and Solid Brilliantine **2/9**



3 Cellophaned Wash Balls **2/6**



4 Tablets Golden Glory and Talcum Powder **3/3**

CONCENTRATE ON Pears CHRISTMAS CASKETS

Pears Christmas Caskets sell at the standard prices of the contents.
This year's caskets are covered in a rich gold grained paper, piped with red, and have been specially designed with display value in mind. A decorative price ticket goes with each one. And with every order there will be packed a magnificent show-card, embossed in gold, green, red and black, designed to form a perfect centre-piece for your main display.

PC 187/29

Liquid Brilliantine and Silver Shaving Stick **2/-**

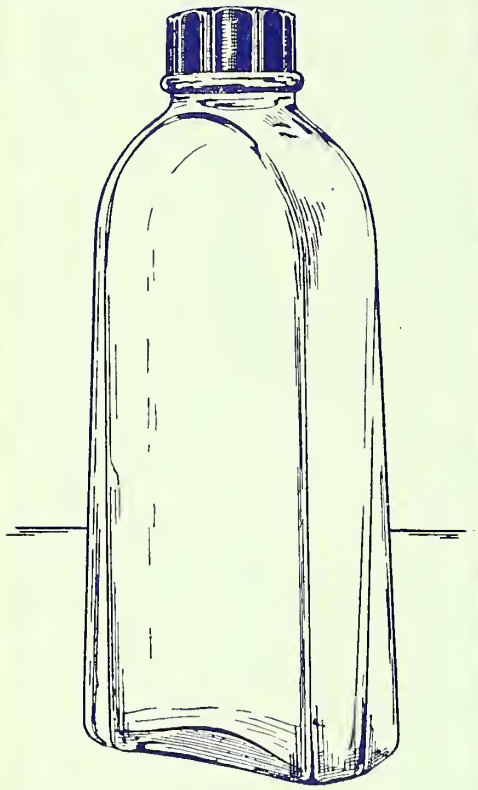
New pattern Shaving Brush and Golden Shaving Stick **5/9**

Liquid Brilliantine and 2 "Jif" Shaving Sticks **2/-**

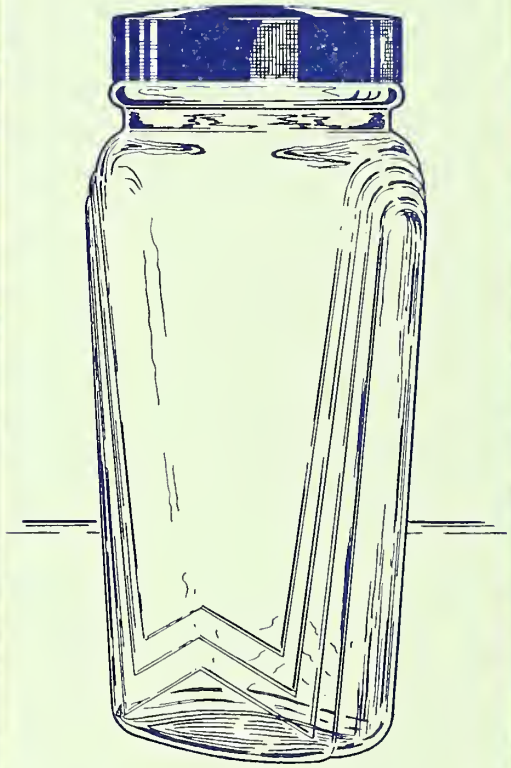
A. & F. PEARS, LTD., ISLEWORTH, ENGLAND

The

"SKYLINE" SERIES



Regd. No. 798320



Regd. No. 810116

The

"ARCH FLAT" SERIES

This modern substitute for the ordinary Medical or Panel Bottle is obtainable in **1, 2, 3, 4, 6, 8** and **16 oz.** capacities and can be supplied with Metal or Bakelite Caps, or if you wish with cork mouth finish.

Ask *Professor Flint* for samples and prices.

SUITABLE FOR HAIR CREAM, BATH SALTS AND PHARMACEUTICAL PURPOSES

At present made in **6 oz.** with 51 m/m neck, **8 oz.** with 51 m/m neck, **12 and 16 oz.** with 58 m/m neck and can be supplied with Black Bakelite, Coloured Beetle and Scarab Caps or Rolled Edge Enamelled, Double Shell or Duplex Caps in various colours.

The INTERNATIONAL BOTTLE COMPANY LTD.

Telephone: MET. 6161 (4 lines)

48 Fore Street, London, E.C.2

Telegrams: AUTREFOIS TELEX

LACTOGEN

Now a National Advertiser

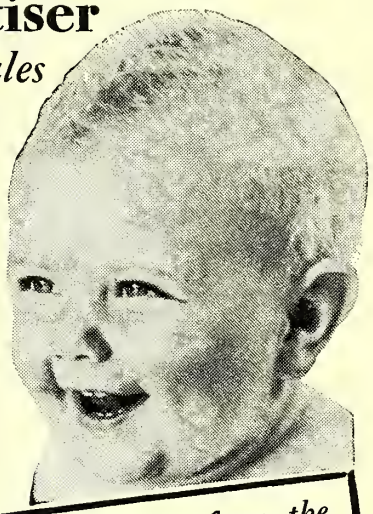
Wherever you are you can make Lactogen sales

Through intensive sales-methods, hitherto only applied to selected districts, thousands of Chemists are already doing a good business in Lactogen — and thousands of mothers bless the day they first heard of it.

Now these tried and proved sales-methods are extended to the whole country.

In every town and village Chemists will be asked for Lactogen — "The Better Milk for Babies."

Your opportunity to build up a thriving business in Lactogen is HERE and NOW!



A jolly Salesman from the National Advertising for LACTOGEN

Get a Stock and display it!

PER TIN **2/9** P.A.T.A.

Send to-day for particulars and terms to the Lactogen Bureau (Dept. Az 152a) Nestlé's Milk Products Ltd., 6 & 8 Eastcheap E.C.3.

Lactogen—prepared by Nestlé's—is a modified dried milk for use in infant feeding.

Copyright

2

NORWEGIAN COD LIVER OIL

There is no efficient substitute for Norwegian Cod Liver Oil. Take the direct road to Nature's fount of health, Norwegian Cod Liver Oil; you will then be on safe ground. Always ask for Norwegian Cod Liver Oil.

Compound Syrup of Hypophosphites

TRADE **"FELLOWS"** MARK

The ideas supported by the medical world today on the therapeutic value of calcium and other mineral salts, were embodied 60 years ago in "FELLOWS."

The only preparation of its kind then, "FELLOWS" still stands alone for its tonic qualities in the treatment of rundown conditions of health and the many forms of anaemia and nervous ailments which so often result.

It stimulates the appetite, aids digestion, and is valuable as a stimulant and tonic to overcome mental and physical exhaustion; and as an aid in combating the invasion of the Tuberculous Processes.

"FELLOWS" has never been successfully imitated.

FELLOWS MEDICAL MANUFACTURING CO., Ltd.
286 St. Paul Street West, Montreal, Canada.

Laboratories:

UNITED STATES GERMANY ITALY SPAIN MEXICO
ROUMANIA ARGENTINE REP. COLOMBIA AUSTRALIA NEW ZEALAND

The famous "Town Talk" Liquid Silver Polish, Silver Plate Cloth, Liquid Pewter Polish, Chromium Plate Cloth, and Cut Glass Cloth, afford you five ways to a woman's purse. They are consistently advertised in women's newspapers and journals, and their qualities make them quick-selling, repeat-order lines.

Push the "Town Talk" 5, they yield a good profit and bring customers into your shop.

ORDER DIRECT OR FROM

MANCHESTER: James Woolley Sons & Co., Ltd.
LEEDS: Goodall, Backhouse & Co.
LEICESTER: E. H. Butler & Son.
LONDON: Brooks & Warburton, Ltd. May, Roberts & Co., Ltd.
LIVERPOOL: Ayrton, Saunders & Co. Ltd.

THE TOWN TALK POLISH CO., MANCHESTER, 10

English Filter

POSTLIP

Papers

SQUARES
CIRCLES
FOLDED
ROLLS

WHITE
GREY
PLAIN
ANTIQUE
EMBOSSED
CRINKLED

SAMPLES FREE

Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

Evans, Adlard & Co. Ltd

Postlip Mills, Winchcombe, Cheltenham.

CALDER BRAND YEAST TABLETS

50 tabs 7d.
100 ,, 1/-
Discounts
Retail 33⅓%
Wholesale 16⅔%

Yeast improves the complexion

Calder Yeast Tablets can be had in cartons of 1 & 2 doz. 50's, 1 doz. 100's

Supplies of Calder Yeast Tablets may be obtained through Wholesalers

CALDERS' YEAST CO. LTD.
INVERKIP STREET, GLASGOW, C.5

MASON'S EXTRACT OF HERBS
WINDOW SHOW TERMS ARE NOW AVAILABLE

Apply for Illustrated Particulars to
NEWBALL & MASON LTD. - NOTTINGHAM

Increase your turnover....

by keeping well stocked with

PHOSFERINE
BRAND TONIC

The Greatest of all Tonics

★

This popular Tonic Medicine is always in demand and is supported by intensive National Advertising.

LIQUID and TABLETS
1/3, 3/- and 5/-
CARRIAGE PAID. MONTHLY A/C

Window display terms in United Kingdom on application to :—

PHOSFERINE (ASHTON & PARSONS) LTD.
La Belle Sauvage, Ludgate Hill, LONDON, E.C.4

VISCOSE
DEVELOPMENT Co. Ltd.

Stands 40, 56 and 57
at the CHEMISTS' EXHIBITION
September 21 - 25

THE NEW HALL
ROYAL HORTICULTURAL SOCIETY
WESTMINSTER, S.W.1

"VISCOSE" BOTTLE CAPSULES

"VISKAPS" & "VISKRINGS" have a wide range of application and give a smart and attractive finish to any pack, and in addition they are absolutely pure and hygienic.

We will gladly fit any bottles or containers sent and return with samples free of any cost.

We have the experience of over a quarter of a century behind us and our goods are entirely British.

MOULDED CAPS AND CONTAINERS

We specialise in these for the Chemical, Perfumery and Allied Trades.

"SPONTEX" VISCOSE SPONGES

An unequalled article of its class, which is arousing much interest on account of its qualities and general utility.

VISCOSE DEVELOPMENT CO., LTD.
BROMLEY, KENT
Telegrams: Viscose, Bromley *Telephone:* Ravensbourne 4561

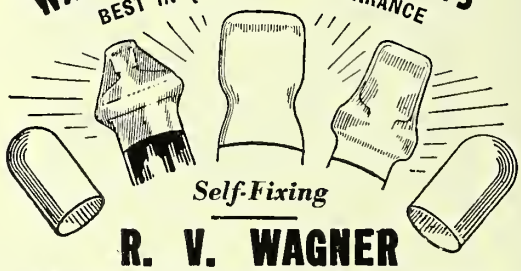
BOTTLES
OF ALL KINDS

TABLETS · POISONS · VIALS
ASPIRIN TUBES · IODINE
BOTTLES & PENCILS · DROP
BOTTLES · POTS etc.

Also large permanent stock of Perfume and Lotion Bottles with Bakelite, Beetle and Metal Caps. . . .

VITREA UNION
BOTTLE & GLASSWARE CO. LIMITED
'GRAMS: VITRAGLAS PHONE LONDON
173 EVELYN ST. LONDON, S.E.8
'PHONE: NEW CROSS 3577

NOW BRITISH MADE
WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



Self-Fixing
R. V. WAGNER
33 BROOKE ST., LONDON, E.C.1 *Tel. Holborn 5090*

TAPERED, PYRAMID, DOMED AND FLANGE **CORKS**

COMPOSITION AND BAKELITE
STOPPERS

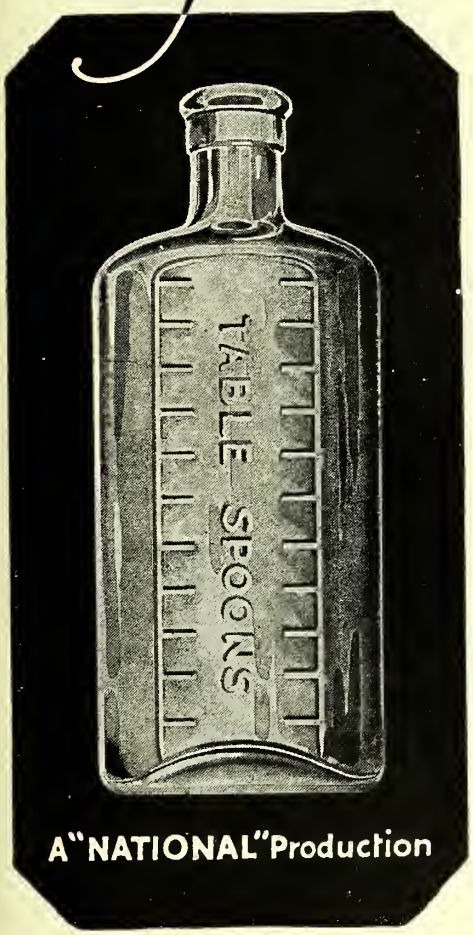
THE MOST COMPETITIVE MANUFACTURERS IN THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.
12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1
Telegrams: MUNDETCOMP, BERM, LONDON *Telephone:* HOP 2043-4-5

"National"

Dispensing Bottles

are Strong, Serviceable and Suresealing!



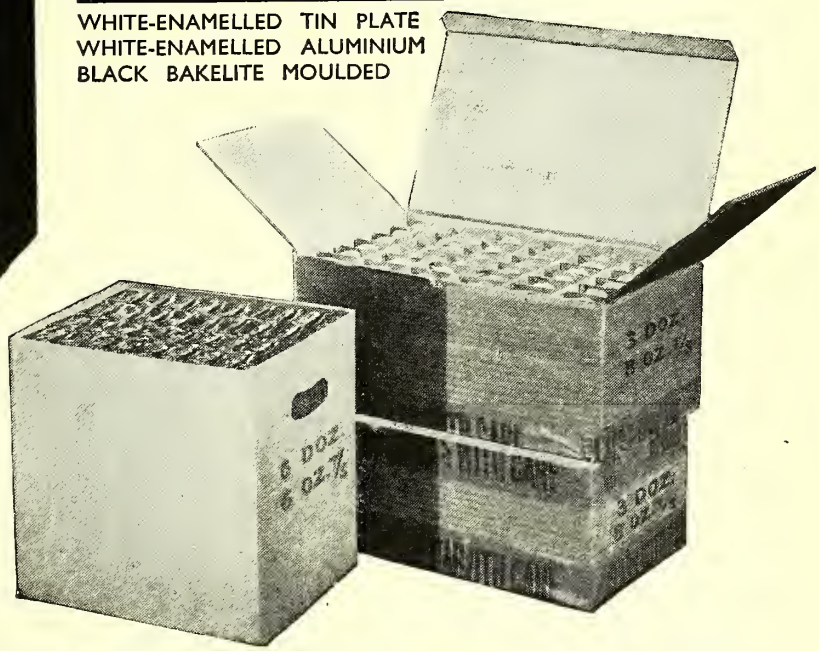
NEATLY PACKED IN 3 AND 6 DOZEN SIZE, NON-RETURNABLE CARTONS

★ CONVENIENT IN SIZE
★ EASY TO HANDLE
★ UNIFORM IN QUANTITY

CARTONS OF EITHER 3 or 6 doz. BOTTLES THROUGHOUT THE RANGE

ALSO
Cork mouth Bottles WASHED & PAPERED
Screw „ „ WASHED & CAPPED

SCREW CAPS SUPPLIED in
WHITE-ENAMELLED TIN PLATE
WHITE-ENAMELLED ALUMINIUM
BLACK BAKELITE MOULDED



May we advise Name and Address of your nearest "National" distributor?

NATIONAL GLASS WORKS (YORK) LTD. WORKS: FISHERGATE, YORK

'Phone: HOLborn 2146 **First Avenue House, High Holborn, London, W.C.1**

(WHOLESALE ONLY)

WE OFFER A BOTTLE CAPPING..

GIVING THE FOLLOWING ADVANTAGES . .

SPEED OF OPERATION —
PERFECTION OF FINISH —
MINIMUM WASTE,
In Standard Colours —
BLACK, RED, WHITE or BLUE
Special Colours and Shades to order.

PRICE 12/- to 15/- per gallon according to quantity.

DOPE DEPARTMENT
British Celanese Limited, Celanese House, Hanover Square, London, W.1

● *May we give you the pleasure of testing it? Write for sample C.S.I. the above address.*

For Grinding and Mixing GARDNER BALL & PEBBLE MILLS

Made in a range of sizes for the economical production of small as well as large quantities of fine powders, these Gardner mills can be adapted to suit the special characters of any materials. *We are exhibiting on STANDS 47—52 at THE CHEMISTS' EXHIBITION, NEW HALL, Royal Horticultural Society, Greycoat Street, London, S.W.*

Wm. GARDNER & Sons (Gloucester) Ltd.
BRISTOL ROAD, GLOUCESTER
Telephone: 2288 (2 lines)
Telegrams: "Gardner, Gloucester"
London Office: 19 Gray's Inn Chambers, 20 High Holborn, W.C.1
Telephone: Chancery 7347

FOR BETTER BOTTLES -better see BARNETT!
SPECIALISTS IN TOILET BOTTLES!
WHOLESALE ONLY
JACK L. BARNETT, LTD.
MEADOW LANE, LEEDS. Telephone: 28004/5

F. MAUND & E. BERG (SHOWCASES) Ltd.
SHOPFITTERS & SHOPFRONT BUILDERS
175/9 OLD STREET, LONDON, E.C.1
Telephone: Clerkenwell 1782/3
are offering for sale, at competitive prices, an extensive and exceptionally full range of Chemists' Fittings, Second-hand and New.

Armstrong's

TAPER (A) CORKS

ARMSTRONG CORK CO. LTD.,
ALDWYCH HOUSE, LONDON, W.C.2.
HOLBORN 9884/7 and HOLBORN 7503/5

SURE Demand GOOD Profits

There is always a good demand for Sherley's Dog and Cat Foods and Medicines. They are extensively advertised, and Trade Terms are generous with special extra discounts of 2½% discount on £2 parcels plus a further 5% for window display. Excellent range of Show Material supplied Free.

See you hold ample stocks of Sherley's

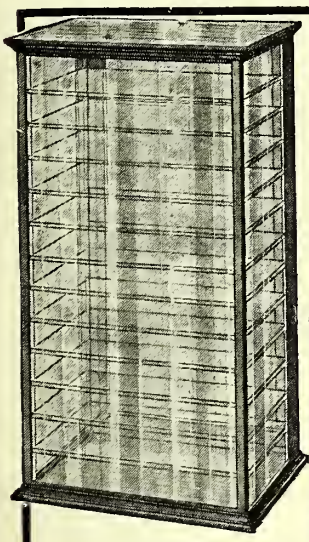
Tonic & Condition Powders
Worm Capsules & Powders
Canker Lotion & Powder
Cough Tablets — Fit Tablets
Skincure — Insect Powder
Formalin Soap — Shampoo
Lactol and Lactol Biscuits, etc.

A postcard brings full particulars.

You can stock and recommend **SHERLEY PRODUCTS** with confidence because they are prepared by **FULLY QUALIFIED ANALYTICAL and PHARMACEUTICAL CHEMISTS** under expert **VETERINARY SUPERVISION**

A. F. SHERLEY AND CO., LTD.
18 Marshalsea Road, London, S.E.1.

SHERLEY'S DOG & CAT FOODS and MEDICINES



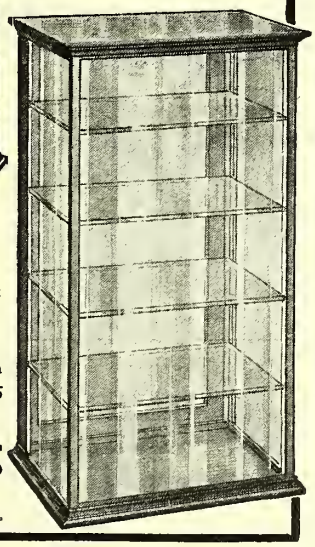
USEFUL SHOWCASES FOR THE CHEMIST

No. C.D.F. 5640

Polished Light Oak Case
30" high × 15" wide × 12" deep
Fitted 12 polished edge shelves —Hinged door at Back—Shelves Slide out

45/- each

Also Stocks Mahogany Finish 48/6



No. C.D.F. 5649

A similar case to No. 5640 but fitted 4 shelves

39/6

Mahogany Finish 42/6

Prices Nett. Carriage Extra

Send for our List No. C.D. 1695

DUDLEY & Co. Ltd.
544 HOLLOWAY ROAD
LONDON, N.7

City Showroom: 65 Fore St., E.C.

The NEW PACK

Size and Contents remain the same

- More up-to-date.
- Better for display.
- Will stand up in Window or on counter.

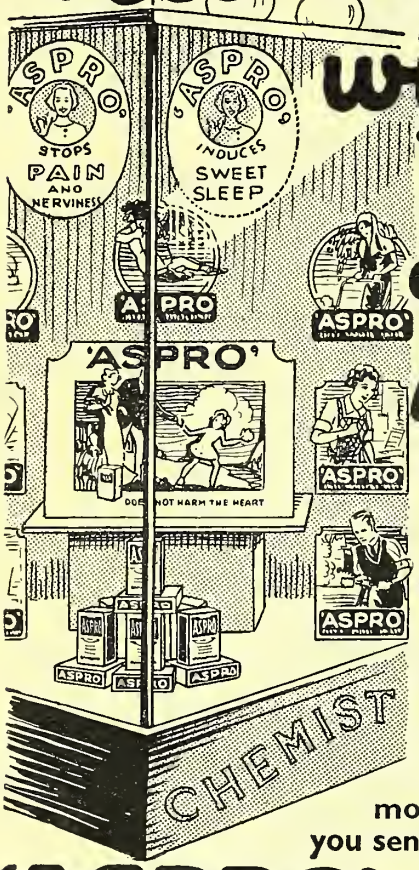
A Tonic for Benbow Sales

PRICES:
In Bottles
1/6, 2/6, 6/- and 12/- P.A.T.A.
In Capsules at 3/- per box.
Also in ½-gall. and 1-gall. cans.

Order through your usual wholesaler.

BENBOW'S DOG MIXTURE Co., Ltd.
2 BARTHOLOMEW CLOSE, LONDON, E.C.1

Tell them in your window that YOU stock 'ASPRO'



When you put 'ASPRO' advertising matter in your window you attract customers to your shop. Your general sales benefit. Remember, large space 'ASPRO' Advertisements are carried several times monthly by over three hundred papers, with a total circulation of over 32,000,000. You get your share in the sales activity created by this advertising when you show 'ASPRO' advertising material — just as if you spent a proportionate amount of money on the advertising yourself. We suggest you send for an 'ASPRO' display to-day. Remember,

'ASPRO' ADVERTISING produces the customers

'ASPRO' DISPLAYS bring them in

use these 'ASPRO' aids to SALES

CHEMISTS ENVELOPES AND BAGS

Kristal Envelopes 2/6 per 1,000.
Grease proof 2 oz. bags 1/- per 1,000.
Cash with order

WINDOW STICKERS

GIANT CARTON

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made in England by
ASPRO LIMITED
SLOUGH, BUCKS.
Telephone: Slough 608

No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO' REG. TRADE MARK

AVAIL YOURSELF OF THE 'ASPRO' BONUS

BONUS ON 5's & 10's
One gross order ... Bonus 1 dozen packets
Half gross order ... Bonus ½ dozen packets
Half gross of either size is the minimum order accepted for bonus purposes

BONUS ON 27's
One Gross order ... Bonus 2 dozen packets
Half Gross order ... Bonus 1 dozen packets
Quarter Gross order Bonus ½ dozen packets
Quarter grass is the minimum quantity

NO BONUS ON 60's

BONUS CONDITIONS—
The only conditions made are that the Chemist who buys on these terms undertakes to show 'ASPRO' advertising matter in his shop window for 14 days and sell at advertised prices. Acceptance of Bonus is considered acceptance of conditions regarding display and selling prices.

[112/40]

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

SEPT. 19, 1936

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE** and **AGENCIES—6/-** for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS OPEN—6/- for **40** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS WANTED—2/- for **18** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, **1/3** per nonpareil line (12 lines = 1 inch single column). (Box No., **1/-** extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—**10/-** for **60** words; **1/-** for every additional **10** words or less. (Box No., **1/-** extra.)

EXCHANGE COLUMN (for Retailers, etc.)—**Twopence** per word, minimum **2/-.** (Box No., **1/-** extra.)

REPLIES FROM ADVERTISERS—1/- per line; **3** lines **2/6.**

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (10 *lines*). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS

All advertisements intended for insertion in this Supplement must reach us not later than FIRST POST THURSDAY MORNING

ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone Nos.: CITY 2283 & 7477*

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—SURREY (FEW MILES OUT).—Good-class Retail Business with increasing turnover, present rate £1,750 per annum; gross profit 37 per cent.; net profit approximately £500; modern living accommodation; price £1,450 all-at.

2.—EPPING (NEAR).—High-class Retail and Dispensing Business with increasing turnover, last year being £1,845; gross profit 36 per cent.; long lease; rent and rates under £60 per annum; price all-at £1,000.

3.—STREATHAM.—Main-road Branch Business for disposal; present takings £45 per week; premier position; excellent fixtures; good, clean, saleable stock worth £600–£700; further details on application.

4.—LONDON, S.E.23.—Retirement Vacancy; Middle-class Retail Business; takings over £1,500 per annum; excellent profits; stock worth £500; very comfortable living accommodation; low rental; long lease; price £800 all-at.

5.—LONDON, W.10.—Working-class Cash Retail Business; established 12 years; neglected returns, last year £900; net profit 25 per cent.–30 per cent.; stock worth about £200; living accommodation; rent £52 per annum, including rates; very long lease; price all-at £550.

6.—FULHAM.—General Retail Business with N.H.I. Dispensing; takings £1,900–£2,000 per annum; nice living accommodation over which could be if so desired let at £2 per week; rent £150 per annum exclusive; price £1,000 all-at or valuation terms entertained.

7.—WIMBLEDON.—High-class Retail and Dispensing Business making about £400 per annum net profit; beautifully fitted shop, well stocked; self-contained flat over with bathroom; held on lease; price £850 all-at, or £200, plus stock and fixtures at valuation.

8.—PINNER, MIDDLESEX.—Family Retail Business for sale; increasing turnover, last year approximately £1,320; gross profit 35½ per cent.; nice living accommodation; price £900 all-at or near offer; ill-health reason for disposal.

9.—LONDON, S.E.6.—Middle-class General Retail Business; net profit last year £632; living accommodation three bedrooms, etc.; held on lease at reasonable rental; price £1,350 all-at or near offer.

10.—HARLEY STREET (NEAR).—High-class Retail Business; takings about £1,500 per annum under management; excellent profits; long lease at reasonable rental; price required, valuation of stock and fixtures only; stock could be lowered to suit purchaser; capital required, approximately £1,000.

11.—LINCOLNSHIRE.—Family Retail and Dispensing Business; established 15 years; turnover stabilised between £1,400 and £1,500 per annum; stock worth £450; price all-at £550.

12.—MANCHESTER (GOOD-CLASS SUBURB).—Genuine Retail Business taking about £20 per week; excellent profits; fixtures worth about £250 and stock £268; self-contained flat over; reasonable rental; first offer approaching £500 all-at will be accepted.

13.—NORTHAMPTONSHIRE (IMPORTANT TOWN).—Good-class Business; established about 100 years; takings for last nine months £1,300; good profits; valuable stock; nice fixtures; living accommodation over, with three bedrooms and bathroom; price £1,000 all-at to include house fittings, etc.; genuine reason for disposal.

14.—SOUTH WALES.—Mixed Retail Business for sale; net profit to managing owner about £500 per annum; living accommodation available; stock and fixtures worth about £1,200; price for immediate sale £1,100 all-at; in present hands 20 years.

15.—MONMOUTHSHIRE.—Good-class Business occupying excellent position; takings last year approximately £3,250; net profit over £800; mahogany fixtures worth about £400; valuable stock; new lease; price £3,000 all-at.

16.—ESSEX (MARKET TOWN).—General Retail Business making a net profit of approximately £650 per annum; very low rental; inclusive price about £1,300; Vendor studying Medicine; small Optical connection.

17.—WATFORD (DEATH VACANCY).—For immediate disposal. Good-class Business much neglected; returns present rate average about £16 per week; good profits; nice living accommodation; premises situate in main shopping thoroughfare; stock and fixtures worth about £450; price all-at £500.

18.—MIDDLESEX (GOOD-CLASS TOWN).—General Retail Business for sale owing to retirement of Vendor; takings last year £1,565; gross profit £595; modern double-fronted shop with very nice living accommodation over; there is a small Optical connection which would make very little difference to the business if discontinued; the price asked to include Optical is £650 plus stock at valuation, or without Optical £600 plus stock at valuation; stock worth £350–£400.

19.—PORTSMOUTH.—Middle-class Business; established nine years ago; returns about £1,400 per annum; net profit £350; five-roomed flat over, with back entrance; inclusive rent £110 per annum; price £850 all-at or valuation terms entertained.

20.—ERITH (NEAR).—Middle- and Working-class Business; established seven years ago by Vendor; increasing turnover, last year being £1,109; net profit £374; living accommodation; rent £32 per annum; held on lease; rates £16 per annum; price £500 all-at or near offer, or £150 plus stock and fixtures at valuation.

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(C2) ESSEX.—Good-class retail business (lock-up), occupying main road position; average returns approximately £1,750 p.a.; high percentage gross profit, due mainly to the fact that a large proportion of the sales are in respect of own packed lines; there is also a considerable amount of prescribing; inclusive rental, £50; good future prospects; price, £1,300 all-at, inclusive of book debts.

(C3) WEMBLEY.—Modern Pharmacy with two flats above, situated in rapidly growing middle-class area; no near opposition; excellent future prospects; genuine reason for selling; reasonable purchase price.

(C4) PITSEA (NEAR).—Unopposed middle-class business, with good living accommodation, including garden; established approximately 7½ years; turnover for last trading period, £1,108; gross profit £391; net profit about £290; reasonable rental; price £650 all-at.

(C5) BRIGHTON.—Old-established middle-class business (not seasonal) can be acquired for an immediate transaction on payment of a sum in the region of £250–£300; pharmacy attractive and well fitted; living accommodation if required; turnover capable of substantial increase; unique opportunity for chemist with limited capital; further details upon application.

(C6) MARGATE (NEAR).—Drug Store with modern flat above; the returns during the past few years have shown a steady increase, and at present average approximately £20 weekly; rent £65 per annum; price approximately £550, including stock estimated at £400; valuation terms if preferred.

(C7) NEW CROSS (NEAR).—Recently established unopposed Pharmacy, situated in shopping parade in the midst of a populous and growing residential area; turnover steadily increasing; reasonable rental; price by arrangement.

(C8) BARNET.—Established middle-class business, at present under management; turnover now averaging approximately £18 per week, with scope for substantial increase under personal proprietorship; rent completely covered by sub-let income; price £600, or near offer.

(C9) MIDLAND CITY.—Old-established Pharmacy with excellent living accommodation; increasing turnover, now at the rate of approximately £1,500 p.a.; reasonable rental; genuine scope for further development; price £1,000 or first reasonable offer.

(C10) CLACTON-ON-SEA (NEAR).—Drug Store offering excellent scope for substantial increase under qualified proprietorship; turnover for 1935/36, £1,042; rent and rates, £60; sub-let £52; premises held on lease; price £485 all-at, subject to value of stock, which can be reduced if so desired.

(C11) KINGSTON-ON-THAMES (NEAR).—Main-road Pharmacy with living accommodation, situated in growing district; average turnover approximately £1,000 per annum; rent £65; business easily worked; price £500 all-at, or reasonable offer.

(C12) KENT (NEAR TO LONDON).—Family business of the smaller category, but which is showing a reasonably good living, together with steadily increasing returns; turnover for last financial year, £1,109; net profit approximately, £300; rent and rates, including house, £44; price all-at approximately £450, or first reasonable offer, as a quick sale is desired.

(C13) LINCS.—Old-established dispensing business (lock-up) with excellent scope for considerable increase; present returns approximately £1,000 p.a., but these figures represent no criterion of possibilities; gross profit averages approximately 43½ per cent. on turnover; rent, £60; premises well situated; price, £800 or offer; stock and fixtures estimated to be worth at least £700.

(C14) SOUTHPORT.—Good middle-class business with some optics, which can either be taken over or otherwise; turnover for last financial year £1,100; good scope with personal interest and attention; for a quick sale will accept approximate value of stock and fixtures only.

(C15) NORWOOD.—Old-established retail business, with sub-post office, occupying main road position; good living accommodation; excellent scope and opportunities; low rental; price all-at £500, or valuation terms if preferred.

(C16) FINCHLEY.—Attractive modern lock-up Pharmacy, occupying main-road position; present returns, under management, approximately £23 weekly; excellent scope for considerable further development; modern frontage; low rental; value of stock and fixtures only will be accepted for quick transaction, and stock could be reduced if desired; excellent opportunity for chemist with limited capital.

(C17) SOUTHAMPTON.—Pharmacy with living accommodation (optional), situated in good-class district, can be acquired at "bargain" figure for quick transaction; now doing at the rate of approximately £17 per week, with scope for substantial increase; low rental; for a quick sale, £250 all-at will be accepted.

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3.—EAST MIDLANDS.—Old-established Business; in growing town; present returns over £1,600; audited accounts; large shop; in good position; good living accommodation; price £1,000 or near offer.

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6.—KENT (few miles out).—Light Cash Retail with N.H.I.; returns £1,100, net profit £374; rent and rates £48; house attached; stock worth about £300; price £500 or close offer.

7.—SURREY (suburb).—Old-established Business with Post Office attached; returns £800 plus £132 from P.O.; net profit £375; rent £45; living accommodation; price £500 or first reasonable offer.

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EAST ANGLIA.—Established Light Cash Retail; modern double-fronted shop, house, garden; main road; returns £1,300; sale for family reasons; sound proposition, where residence in healthy pretty seaside town is desired; prospects of rapid development; £850 or stock and fixtures at valuation, about £630, plus goodwill. Marsden, Valuer, 29 Oakwell Crescent, Leeds, 8.

ESSEX (20 miles London).—Good-class Dispensing and Cash Retail Business, with Kodak and Selo Agency; turnover over £2,000 under management, steadily increasing; price asked, £1,750 all at; part can remain; reasonable overheads; please supply bankers' references. 104/21, Office of this Paper.

HULL.—Old-established Business in thickly populated district; good Counter trade, N.H.I. and Kodak Agency; good fittings and fixtures; well-kept stock; easy rent; no opposition; stock approximately £600; capital required about £950; takings £1,500, could be improved; audited accounts. Apply Roger Wilkinson, Accountant, 44 Albert Avenue, Hull. 'Phone 13250.

KENT COAST.—Owing to illness, a recently opened Chemist-Optician's Business is for disposal in residential district of important town; rent 35s. weekly; rates £17 10s. p.a.; no near Optical opposition; Optical turnover for 10 months £225, Pharmacy about £400; returns could be doubled second year; long lease granted or would sell freehold. 87/8, Office of this Paper.

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LONDON, S.E.—Suburban one-man Business for Sale owing to proprietor opening elsewhere; accountant's figures show £285 net profit for 7 months ending July 31, 1936; could be easily worked up with an apprentice or junior assistant; £600 inclusive accepted for quick sale, which is very little more than stock and modern fittings at cost. 103/8, Office of this Paper.

MIDDLESEX.—Dispensing and Family Business; good-class trade; Kodak and Rexall; takings nearly £2,000 per annum; good living accommodation and small garden; Optical connexion, small at present, but could be well developed; details to genuine buyers only supplied on bankers' or trade references. 287/412, Office of this Paper.

NEAR WEMBLEY.—Good-class Business, with sub-Post Office, for Disposal, situate in rapidly developing area; large double-fronted shop, with modern fixtures; good, clean, saleable stock; returns show steady increase; good Library Agency; excellent prospects; specially suitable to young married couple; genuine reasons for disposal. 103/18, Office of this Paper.

PLYMOUTH (near).—For disposal owing to illness; returns £1,120, increasing; growing district; large shop, 6 rooms, bathroom, large garage; rent £84; lease; low rates; goodwill, fixtures, lease £350; s.a.v. about £280; established 12 years. Or rent as lock-up, £78 inclusive. Or sell property £1,500. Write 104/15, Office of this Paper.

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SMALL Pharmacy, Drug Store, or mixed business required, anywhere South of Birmingham; preferably country, coast or suburban, and with living accommodation; all particulars treated as strictly confidential. 103/70, Office of this Paper.

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WORTHING.—Attractive main-road shop in new parade serving Goring, West Worthing and district, offers exceptional opportunity for Chemist; rapidly growing and prosperous area; bus route; £2,250; freehold, including good living accommodation. Apply Jeffery Houses, Ltd., 26 Chapel Road, Worthing.

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Milton Road, Swindon. S. E. WALTERS, Secretary.

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CHELMSFORD.—Young Male Unqualified Assistant required for main-street branch; must be a good Dispenser, Salesman, Window-dressing and have Photographic knowledge. Apply, stating age, experience, height, references, salary expected, and when free, to T. Bellamy, Ph.C., 2 Tindal Square, Chelmsford.

CHESHIRE.—Unqualified Junior (male) required; no Sunday or half-holiday duty. State age, experience, salary required, and enclose photo and references, Dutton, Chemist, Nantwich.

DERBY.—Young Qualified Assistant (male) required; knowledge of Photography, Window-dressing, etc.; must be courteous and capable for Family business; permanency; state age, height, experience and salary required, with photo, in first letter. 102/6, Office of this Paper.

LONDON.—Lady Assistant wanted for good-class Dispensing and Retail business; usual hours. Please give full particulars *re* experience, etc., to 104/10, Office of this Paper.

LONDON, W.—Young, Unqualified male Assistant for working-class business; must be willing, energetic, quick and accurate Dispenser; permanency; state salary, references and when free. 103/44, Office of this Paper.

MANCHESTER.—Qualified Chemist-Optician (about 30-35) as Senior Assistant required early October; must be a reliable Refractionist, capable Dispenser and of good appearance, preferably one with Managerial experience. Write, with references, stating experience and salary required, Leech, Chemist, Chorlton-cum-Hardy.

MANCHESTER.—Unqualified Assistant wanted; must be efficient in Window-dressing, Stock-keeping and Dispensing, and smart on Counter; give full particulars of experience, age, height, salary expected and when at liberty; a personal interview will be required. Leech, Chemist, Chorlton-cum-Hardy.

OXFORD.—Junior Assistant required at once, chiefly for Dispensing, in a high-class business; must have already had good experience and passed Part I for preference. Send photo and particulars of all experience to Druce & Co., High Street, Oxford.

OXFORD.—Qualified Manager (unmarried) required at once to take charge of good-class branch business; junior kept; could interview at Chemists' Exhibition, Wednesday, if necessary. Send photo and fullest particulars of experience to Druce & Co., 118 High Street, Oxford.

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Apply immediately by letter to the undersigned (or by 'phone to the Chief Pharmacist, Brighton 4251).

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SURREY (London Border).—Capable, energetic Assistant required, October 12; recently Qualified preferred; used to N.H.I. Dispensing; send fullest paticulars in first letter, but no stamped envelopes; applications unanswered within 7 days declined with thanks. L. R., 103/51, Office of this Paper.

A QUALIFIED Assistant required, young (lady or gentleman), light Dispensing; must be good at Counter and Window-dressing; for S.E. suburb of London; state age, height and salary required, and when at liberty. 103/11, Office of this Paper.

ASSISTANT, Qualified or Unqualified, wanted for about 6 hours daily; no Sundays; Dispensing and Counter; congenial post. Send particulars and state salary required, 53 Victoria Road, Ruislip, Middlesex.

ASSISTANT, Unqualified, good Dispenser, required; London; permanency; state age, salary and reference. 102/4, Office of this Paper.

CHEMIST-OPTICIAN or Chemist with knowledge of Optics required; apply stating age, height, qualifications, experience and salary required; if possible enclose a photograph. 101/9, Office of this Paper.

CHEMIST required to manage a small London business; good Dispenser and Salesman; Optical experience an advantage. Apply, with full particulars as to experience, age and salary required, 103/34, Office of this Paper.

COMPETENT Junior required immediately for light Retail and Dispensing business; please state age, height, experience and salary required. Wickham's Pharmacies, Ltd., Cheltenham.

J. WEARING, Pharmacist, Woking, requires Qualified and Unqualified Assistants for good-class Dispensing business; applicants must be experienced Dispensers, Salesmen and Window-dressers; state full particulars as to age, etc., also copies of two recent testimonials and salary required.

JUNIOR Assistant for branch shop required; must be quick and reliable Dispenser; permanency; lady or gentleman. Apply, stating full particulars, to Kirkman, Chemist, New Milton.

JUNIOR Assistant required, with good Dispensing experience. Apply, giving full particulars, enclosing photograph, to Glaisyer & Kemp (Chemists), Ltd., 10 Castle Square Brighton.

JUNIOR Assistant (Unqualified) required for busy shop in working-class district. Apply, stating experience, age and salary required, to Peters, 186 Lavender Hill, London, S.W.11.

JUNIOR, male or female; capable Dispenser, Window-dresser. Full details, Revill, M.P.S., 193 Kettering Road, Northampton.

JUNIOR or Improver required for good-class light Retail and Dispensing Business in residential country district; good Counterman with Toilet and Dispensing experience necessary. Full particulars, with photo and salary required, to Garlick, Chemist, Chesham, Bucks.

JUNIOR Required.—A young Lady, with Dispensing experience and who is willing to learn the general work of a Pharmacy. Please state age, experience and salary required to J. T. De Peare, 14 Highbury Park, London, N.5.

LADY Assistant (25-35) required October 26; Qualified or Unqualified; for a high-class Dispensing Business; good Dispenser and Window-dresser. State salary required, with full particulars of experience, etc., Abbott, 1 High Street, Buxton.

LADY, Qualified, to assist in new North London Suburban Retail, with Dispensing; prospects as district grows; full particulars, with photograph if possible. Write Staff Manager, Speedy, Ltd., Shelford Place, London, N.16.

PHARMACY.—Opening for intelligent and keen worker desirous to acquire a practical knowledge of Dispensing and Pharmacy routine; sex, age and particulars in own handwriting; initial salary 12s. per week. "Kensington," 103/52, Office of this Paper.

QUALIFIED Assistant, lady or gentleman, for limited company, South London, for N.H.I. and Counter; age, wages required; letters unanswered in 7 days respectfully declined. Apply P.C.B. 217/20, Office of this Paper.

QUALIFIED Assistant required at once; young and energetic; good Salesman and neat writer. Apply, with full particulars of previous employment, 103/35, Office of this Paper.

QUALIFIED Assistant required for Drug Department, with Optical qualification preferred (F.S.M.C. or F.B.O.A.). Please state age, salary required, when free, and enclose copies only of references, to Ipswich Industrial Co-operative Society, Ltd., 38 Carr Street, Ipswich. Endorse envelope "Qualified Assistant."

QUALIFIED Assistant wanted for modern Pharmacy, to commence early October; must be reliable Dispenser and keen Salesman (age about 25). Apply by post, with full particulars, to Messrs. S. W. Vincent & Co., 215 Lower Addiscombe Road, Croydon.

QUALIFIED Gentleman required, East London; permanency and prospects to suitable person; please give full particulars in letter. 102/3, Office of this Paper.

QUALIFIED Lady Assistant, old-established business, Wandsworth; full particulars by letter first. 103/55, Office of this Paper.

QUALIFIED Locum required at once. Arrowsmith & Hall, Broadstairs.

QUALIFIED Man wanted for branch; single; good Counterman, Prescriber and Window-dresser; early October. Please state full particulars, with photo and salary required, to "East Kent," 103/6, Office of this Paper.

QUALIFIED Manager wanted shortly for branch shop near Sidcup, Kent; married prefered, to live over premises; must be good Window-dresser and Salesman. Apply, with full particulars of experience, etc., to 103/47, Office of this Paper.

REQUIRED immediately for about 3 months, Junior or Improver (male) for country business; no Sunday or half-day duty; salary 45s. weekly. Full details to 103/32, Office of this Paper.

SMART young Unqualified Assistant required October 1; must have knowledge of making attractive Window Displays; good appearance and courteous at counter. Apply, enclosing references and photograph and wages expected, Gordon Morum, Arcade, Guernsey.

TWO Unqualified Junior Assistants required immediately for good-class Pharmacy; must be capable Counterhands, with some knowledge of Photography. Please state full particulars as to age, experience and salary required in first letter, with photo if possible, Blacklock & Co., Chemists, Square, Bournemouth.

UNQUALIFIED ASSISTANT at once; quick N.H.I. Dispenser and good Counter hand. Usual particulars, salary required and when free, to Chatfield, Clemens Street, Leamington Spa.

UNQUALIFIED Assistant required; permanency; good-class all-round experience essential. Apply, stating salary required and giving usual particulars, to H. Hocken, Ltd., Redhill, Surrey.

UNQUALIFIED Assistants required (preferably under 30 years); good Dispensing, Counter and Display experience; permanent, progressive posts to suitable applicants; vacancies in London and South of England. Apply, giving full particulars, to Retail Staff Manager, Timothy Whites & Taylors, Ltd., 70 Vauxhall Bridge Road, London, S.W.1.

UNQUALIFIED Assistant wanted in S.E. London district (not over 25 years), to commence duty on October 5, 1936; please state full particulars of age, experience and salary required. 104/19, Office of this Paper.

UNQUALIFIED Junior Assistant, male (about 22-25), required; permanency; must be quick Dispenser and good Counterman; Radio knowledge an advantage. Apply, stating experience, age and salary required, to Dudley Pring, Chemist, 560 Westhorne Avenue, Eltham, S.E.9. 'Phone: Eltham 1944.

UNQUALIFIED Junior Assistant (male) required for Drug Department; one accustomed to busy Counter Trade and good Dispenser; Optical knowledge an advantage. Please state age, details of experience and when free, along with copies of references, to Ipswich Industrial Co-operative Society, Ltd., 38 Carr Street, Ipswich. Endorse envelope "Unqualified Assistant."

UNQUALIFIED Junior Assistant, male, required; permanency. Send full particulars by first letter to Edgar Neale, Chemist, High Street, Chippenham, Wilts.

UNQUALIFIED Man wanted for Private Surgery in London. Age, experience and salary required to 104/26, Office of this Paper.

WANTED for high-class Pharmacy, a Junior Assistant, chiefly for Dispensing. Apply, with full particulars, to Bailey, Chemist, Highgate, N.6.

WANTED immediately, Unqualified Assistant (or young Qualified wishing to gain business experience); reliable Dispenser essential. Details of experience, age, height, wages expected, etc., to 103/24, Office of this Paper.

WANTED in a few days, Assistant (Qualified lady preferred) for the Cheam district of Surrey, 13 miles from Town; fullest particulars in first application. 103/22, Office of this Paper.

WANTED in October, Lady Assistant, for a good-class Family business, for work chiefly at the Toilet and Fancy Goods Counter (not dispensing). Apply with fullest particulars, including age, experience, references and salary required, to The Manager, Corfe & Son, Ltd., Chemists, Maidstone.

WANTED, Qualified Chemist-Optician, M.I.C.O. or F.S.M.C., as Manager; permanency to suitable man; Welsh preferred; salary £5, with commission on all optics and on increased turnover. Davies Bros., Chemists, 10 Hannah Street, Porth, Glamorganshire.

WANTED to commence at once, M.P.S., lady or gent. (25-35), tall; applicant must be good scholar and used to quick Retail, also capable Window-dresser; no Sundays, no responsibility, proprietor in charge; reply stating experience (5 years), salary required, in first letter, photo if possible (stamped envelope if to return); vacancy near London. 102/7, Office of this Paper.

WANTED.—Unqualified Assistant, young, for good-class Retail and Dispensing Business; Photography. Apply, stating age, experience, salary required, and when disengaged, and enclose photograph, to P. Jeyes & Co., Ltd., Chemists, The Drapery, Northampton.

WANTED.—Young Qualified Men to manage branches in London and suburbs; no previous Managerial experience essential. Apply 283 Walworth Road, S.E. 17. Tel.: ROD 2835. (L. A.)

YOUNG Qualified male required in two weeks' time as Superintendent; easy hours, light duties, moderate salary; Gloucester district. Usual particulars, and photo if possible, to 103/46, Office of this Paper.

WHOLESALE.

BIRMINGHAM AND MIDLANDS.—Are you free to handle "Veloshave" Brushless Shaving Cream? We are widening our distribution, and applications are invited for Sole Agents from established and responsible Representatives carrying one or two well-known non-competing Chemists' Proprietary Lines. Terms: expense allowance and generous commission, supported by extensive press and window-display publicity. Write in confidence to Mr. G. Havinden, Sales Director, René Cos, Ltd., 9 Queen Victoria Street, London, E.C.4.

A FEW districts available for Salesmen already calling upon Hospitals and V.D. Centres, able to handle well-known preparations as side-line. Write "R. E.," c/o Streets, 6 Gracechurch Street, E.C.3.

TRAIN FOR BETTER BUSINESS

The Incorporated Sales Managers Association holds Examinations annually in Salesmanship, Salesmanagement and Commercial Practice.

Commence studying now for the next examination, which will be held in June 1937 (Preliminary, Intermediate and Final) in London, Glasgow, Manchester, Liverpool, Birmingham, Sheffield, Leeds, Bristol, Leicester and Newcastle-on-Tyne. Intending candidates should approach their local education authorities to ascertain if courses of study in Salesmanship and Commerce are being held.

For Syllabuses and further particulars write, Stanley F. Talbot, General Secretary, Incorporated Sales Managers Association, Dept. L, 4 Bedford Square, London, W.C.1.

A REPRESENTATIVE wanted by old-established firm with large clientele whose preparations are known to every Chemist, and in demand, one for each ground, Warwickshire, Worcester, Northumberland, and W. and S.W. England; liberal commission paid weekly, also on direct orders from existing customers; only those with car, sound connexion, and already travelling need apply. 103/33, Office of this Paper.

CAPABLE Representative required to sell line of Surgical Rubber goods; high rate of commission; state territory and other lines. 102/23, Office of this Paper.

GENTLEMEN of good education and appearance required for propaganda work amongst Physicians in (1) Scotland and (2) North-East England; full particulars of experience (if any), age, copies of reference, photograph if possible, required with application. Apply, stating salary, 101/2, Office of this Paper.

REPRESENTATIVES for London and East Coast of England, including Eastern Counties.—Smart young Salesmen with good connexion amongst Chemists, Druggists, Surgical Stores, etc., wanted for first-class Surgical and Medical Rubber Goods; satisfactory references required; young men with initiative and personality can build up remunerative position; liberal commissions allowed and minimum weekly earnings guaranteed, or expenses and commission. Applications to 105/4, Office of this Paper.

REPRESENTATIVES required to carry well-known Perfumery line as extra on 10 per cent. commission, no expenses. 287/409, Office of this Paper.

THREE Salesmen required, with live connexion among Chemists and Hairdressers, to represent well-known nationally advertised proprietary Cosmetics in (1) Birmingham, (2) Yorkshire North-East Counties, (3) South Coast; must own car and live on territory; state full particulars experience. Apply 101/5, Office of this Paper.

TRAVELLER required by London Drug House for Eastern Counties and Southern Midlands; permanent, progressive situation; Qualified, experienced, young representative preferred; salary, expenses, and commission. P.C.B. 217/24, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

WEST AFRICA.—Qualified Chemist, single (age 24-26); commencing salary £350 per annum; good prospects to suitable man. Apply, giving full particulars, to 286/391, Office of this Paper.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require Partners, Agents or Assistants or wish to Sell their Businesses, an Advertisement in this Supplement placed in every copy of "The Chemist and Druggist" should be the readiest means of helping them to attain their object. The tariff for such announcements is given on the front page of this Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.—MANAGER (35), Qualified; energetic, smart appearance, good personality; excellent Sales record; good Organiser; West End, City, country and all-round experience; good Window-dresser; used to high-class and Family Trade, Toilets, Cosmetics, Photographic, etc.; interview desired. "Chemist," 30 Parkway, Raynes Park, S.W. 'Phone: Liberty 4324.

A.A.A.—MANAGER, Qualified (35); Window-dresser, Photographic, Salesman; good-class Dispensing; London and suburban experience; disengaged shortly; single. "Advertiser," 53 Crown Street, Egham, Surrey.

A.A.A.—UNQUALIFIED (29); West End experience; Salesman, Window-dresser, Dispenser. S. Beer, 118 Woodbrook Road, Abbey Wood, S.E.2.

A.—M.P.S., F.S.M.C. (25), single, requires permanency; Optics essential; reliable, trustworthy; at present managing; please state remuneration. Evans, 74 Bifron Street, Barking, Essex.

A.—QUALIFIED (27) desires position as Manager; London only; sound experience; highest references; free September 28; temporary post considered. Green, 2 Troutbeck Road, New Cross Gate, S.E.14.

A.—QUALIFIED (24); disengaged; company and private service; experienced all branches; specialised Photography; used to Managing; please state salary offered. "M.P.S.," 31 St. Edyths Road, Sea Mills, Bristol.

A.—SENIOR Assistant, experienced Dispenser, thorough knowledge of Pharmacy, desires permanency, London area; disengaged middle October; tall; single; interview by arrangement. "T. H.," 154 Westbourne Terrace, W.2.

ACTIVE elderly M.P.S.; good appearance and address; Dispenser, Superintendent, Secretary, Receptionist, Representative; light work; moderate salary; North London preferred. 104/25, Office of this Paper.

AN Unqualified Assistant, tall, of good appearance and address, best West End experience, desires situation. 103/53, Office of this Paper.

ASSISTANT; all-round experience; Dispensing, Counter; full or part time; single; elderly; active; Unqualified. Statim, 15 Dudley Avenue, Marsh, Huddersfield.

ASSISTANT; good all-round Dispensing, Counter, Photography, etc.; 16 years last reference; Unqualified; permanency preferred. Stevens, 46 Maybury Gardens, Willesden Green, N.W.10.

ASSISTANT Lady Dispenser seeks post; Hall qualification; part-time; experienced; reliable; Brighton or near. 8 Prestonville Road, Brighton.

ASSISTANT (lady; 44), Unqualified; Counter and Dispensing experience; capable and willing; salary £2 2s. "A.," c/o 27 Rosebank Road, W.7.

ASSISTANT; West-End experience; disengaged September 12; Counter and Dispensing; good reference; locum or permanency; London only. Write to M. G. Birch, 4 Melrose Gardens, Hammersmith, W.6.

ASSISTANT (27), Unqualified; good experience Dispensing, Counter, Window-dressing; London. "Advertiser," 44 Turneville Road, W.14.

ASSISTANT (27), Unqualified, 10 years' experience, single, desires change. 102/13, Office of this Paper.

BRANCH Manager, young Qualified man, desires change; keen and competent; middle-class business, London; state salary. 103/19, Office of this Paper.

CHEMIST-CHIROPODIST.—Young M.P.S., M.N.I.Ch.; would run Foot Clinic in addition to services in pharmacy; will supply own Surgery Equipment if necessary; part time considered. "M.P.S.," 38 Mayfields, Wembley Park.

CHEMIST, experienced, excellent Prescriber, disengaged October 5, desires Management, locum; moderate salary; London or provinces. Chemist, Temperance Hotel, Halstead, Essex.

CHEMIST (24), Qualified, tall, married; good all-round experience; excellent references; free October 19; permanency; Southern County, not London. 103/48, Office of this Paper.

DISPENSER (27), lady, 9 years' intensive Pharmaceutical experience, thoroughly competent, reliable, quick and accurate, desires post, Doctor or Chemist. 104/22, Office of this Paper.

ELDERLY M.P.S., reliable, active, alert, would like one or two weeks' locum work; free October 1. "Locum," c/o R. J. Troughton, Chemist, 11 West Street, Conisborough, near Rotherham.

EXPERIENCED Assistant desires permanency; used to good Dispensing and Family business; 16 years last berth; excellent references; capable and trustworthy; gentlemanly appearance; courteous; tall (age 44); disengaged; moderate salary. F. J. M., 57 Huxley Road, Welling, Kent.

EXPERIENCED Assistant (45), tall, Unregistered, desires berth where genuine capabilities will be appreciated; conscientious and trustworthy; permanency or locum entertained; disengaged. Haigh, 25 Hetley Road, Shepherd's Bush, W.12.

LADY Dispenser, Hall certificate, desires post with Doctor or Chemist; experienced; knowledge Shortland and Typing. 101/3, Office of this Paper.

LADY Dispenser (Hall) requires post; experienced; references. 95/20, Office of this Paper.

LADY, young, 17 years' experience Dispensing and Counter; Chemist or Doctor. Short, 41 Cliveden Avenue, Perry Barr, Birmingham.

LADY (27), Qualified, seeks responsible position; 4½ years' experience as Manager; good experience in high-class Dispensing and Toilets; also Buying experience; free one month. Write 103/21, Office of this Paper.

LATE Owner of Drug Stores (Unqualified) with turnover of £4,000 per annum would like position of Manager or place of trust; Midlands or Southern Counties; any security. 101/6, Office of this Paper.

LOCUM.—Lady, Unqualified, seeks post; Dispensing and Counter; highest references; free September 28. "Chemist," 7 Dunbar Road, Forest Gate, E.7.

MAN, Unqualified (27), seeks change with prospects; 12 years' sound Retail and Wholesale experience, Drug Pricing, etc. 102/19, Office of this Paper.

MANAGER (39), 16 years' Manager, business builder, personality, salesmanship, seeks progressive situation. 16 Enderley Road, Harrow Weald, Middlesex.

M.P.S., F.S.M.C. (29); tall; high-class Dispensing, extensive Photographic experience; Refraction, Hospital trained; disengaged one month. 104/7, Office of this Paper.

PART TIME (Evenings and Week-ends).—Unqualified (41); long all-round experience; linguist (French, German, Spanish). 103/13, Office of this Paper.

PHARMACIST requires Managerial position where wide business experience and intimate knowledge of Retail Pharmacy will find unlimited scope; good Organiser, used to staff control; will entertain any proposal where progressive outlook, initiative and responsibility will ensure prospective permanent position; not South Wales. Frank E. S. Clarke, 23 Cambrian Road, Newport.

QUALIFIED Gentleman (53), active, modern, desires evening employment; excellent references; London, N.W. preferred. "B. P.," 88 Salisbury Road, Harrow, Middlesex.

QUALIFIED, now proceeding to Ph.C., requires evening and/or week-end situation in busy Dispensing establishment, London; Sunday relief not objected to; reasonable remuneration; interview any time. P.C.B. 217/17, Office of this Paper.

QUALIFIED (single) requires position in London, temporary or permanent; experienced and capable; highest references; free September 28. 101/7, Office of this Paper.

QUALIFIED (37; 5 ft. 6 in.), married, capable and trustworthy, intends making change, desires good sound permanency where experience and ability of value; with or without premises. "W.," 220 Camberwell New Road, S.E.5.

QUALIFIED (25); preferably Managership; good-class business; efficient; accurate Dispenser; good personality; excellent references; London only. 104/4, Office of this Paper.

QUALIFIED (22) seeks post offering good prospects; reliable Dispenser; keen, efficient Salesman; enthusiastic worker; excellent experience; highly recommended. 104/20, Office of this Paper.

SURGICAL INSTRUMENTS AND APPLIANCES.—Wanted, post as Manager or Senior Assistant; experienced; accustomed sole charge, and experienced Appliance Fitter. 103/3, Office of this Paper.

T. ENGLAND (Lashams', Romford) thoroughly recommends Mr. MacLellan, Unqualified Assistant; varied experience, West End, Spas; absolutely reliable.

UNQUALIFIED Assistant (31), tall, well educated; 14 years' City and Provincial business experience; Photographics, Toilets, Patents, etc.; smart Counterman, good Dispenser. Watson, 38 Southwood Drive, Tolworth, Surrey.

UNQUALIFIED (30), married, tall, good appearance, 14 years' good all-round experience, highest references, desires permanency; Midlands preferred; free one month after engagement. 102/18, Office of this Paper.

UNQUALIFIED (27), tall, single, experienced all branches, seeks good sound permanency in London area; references. 105/1, Office of this Paper.

WOMAN Dispenser, Hall certificate, desires post with Doctor or Chemist. 233 New Cross Road, S.E.14.

WHOLESALE.

CHECKER or Stock-keeper, 19 years' experience, desires change with London or Midlands firm; hard worker; excellent references. 95/25, Office of this Paper.

CHEMICAL Engineer, with experience in the Manufacture of the Alkaloids of Opium, Cocaine, etc., and Pharmaceutical Products, desires contact with Manufacturers interested in these products. Write to 287/414, Office of this Paper.

EXPERIENCED Executive (45), with long commercial and practical experience in Manufacture (Toilets), Sales Development, Export, staff control, seeks reputable firm. 103/130, Office of this Paper.

FOREWOMAN seeks position in factory; used to controlling female labour. A. K., 104/13, Office of this Paper.

GENTLEMAN, director small limited company, conscientiously offers services; good agencies considered; outside Representation; West of England; premises available; good appearance and personality; 20 years' Wholesale and Retail experience. 104/18, Office of this Paper.

M.P.S. (30) requires permanent part-time position with Manufacturing firm in advisory capacity or in charge of Drug Department; well experienced; references. "Chemist," 1 Shirehall Lane, Hendon, N.W.4.

PHARMACIST, twenty years' Retail, Hospital and Travelling, offers services in Organising, Supervisory or Representative position; car driver. Pharmacist, 104/9, Office of this Paper.

PRICING Clerk, single, seeks situation; good general knowledge of the trade; good references. "H. M.," 38 Burgoyne Road, Harringay, N.4.

PROFESSIONAL AND/OR TRADE PROPAGANDA, SALES.—Responsible, healthy Representative; long and profitable experience; own car; in excellent standing with all past employers and clientele; Doctors, Chemists, Licensed, Wholesale/Retail Traders; every investigation courted. "Stability," General Gordon Hotel, Weymouth.

REPRESENTATIVE (30); good connection Chemists and High-class Ladies' and Gents' Hairdressers, City eastwards to Southend and north of river to St. Albans; good sales record; desirous of change. 104/24, Office of this Paper.

UNQUALIFIED (29), 15 years' experience, desires Wholesale, Retail or Representative appointment; Lancashire preferred. 287/410, Office of this Paper.

YOUNG Unqualified Gent., with 8 years' all-round experience in Retail Pharmacy, desires position with firm of repute view to Representation; own car; good appearance, personality and address. 103/37, Office of this Paper.

FOR SALE.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

(Articles to the value of £5-£50.)

ALL Plate-Glass Counter, 9-ft. long; Mahogany Dispensing Screen, 6 ft., as new; also Avery Penny-in-Slot Autoway; to be sold immediately. Write 112 Fielding Road, London, W.4.

CASH Register, bargain, modern "National" printer and adder; perfect, but no longer needed. Write: P. Hobbs, 27 Essex Road, Leyton, E.10.

FOR IMMEDIATE DISPOSAL.—Modern Mahogany Fixtures and Fittings of well-equipped Pharmacy, including 8-ft. Dispensing Screen, Counters, Wall Cases and 4ft. All-glass Display Case. Hargreaves & Co., 39 Northgate Street, Gloucester.

OFFERS wanted for several 12-gallon Glass Carboys, wickered; also 150 new 2-gallon Stone Jars by Doulton. 287/413, Office of this Paper.

WHAT OFFERS?—Chemist Fittings: Mahogany Counter, 11 ft. by 2 ft. by 3 ft.; 5 cases front, 6 drawers, 4 shelves behind. Mahogany Dispensing Counter and Screen, 6¾ ft. by 2 ft. by 3 ft.; 3 showcases below, 2 above, central mirror, 6 drawers behind. 2 Mirrored Window Backs, 7 ft. 2 in. by 5½ ft. high, each has 2 sliding doors, mottled glass windows. Offers for whole or part; must sell quickly. "Reliable," 103/49, Office of this Paper.

MISCELLANEOUS.

10s. for 60 words or less ; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

CHEMISTS' FITTINGS.—New and Second-hand Drug Runs, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shopfitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

CHEMISTS.—For Shop Fronts and Interior Fittings send to GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, E.C.1. Estimates and rough sketches free. 'Phone: CLERK. 5371.

WANTED.—"Rapid" Sifter and Mixer, 60-100 lbs. capacity. Full particulars and lowest price to 287/411, Office of this Paper.

£70.—SPECIAL BARGAIN in second-hand fittings recently removed from West End Pharmacy, comprising 10-ft. Drug Fitting, 10-ft. Wall Showcase, 8-ft. Dispensing Screen, 8-ft. Glass-fronted Counter, Counter Drawers, all in Mahogany and almost equal to new; delivered in London area or packed and f.o.r. PHILIP JOSEPHS & SONS, LTD., 90/92, St. John Street, Clerkenwell, E.C.1. Telephone: Clerk. 4111/2. "Pharmacy Fitters for over a Century."

£9—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting. Signs and Modern Interior Fittings. Apply for Lists, D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

THE SUPPLY OF SUPPLEMENTS

On receipt of addressed Post Office Wrappers (not more than six at a time) stamped 1d. the Chemist and Druggist Supplement will be forwarded without cost.

LOOSE STAMPS WILL NOT BE ACCEPTED

If wrappers bear a halfpenny stamp only, Postal delivery may be delayed.

Printed in Great Britain for the Proprietors by EYRE AND SPOTTISWOODE LIMITED, His Majesty's Printers, East Harding Street, London, E.C.4, and Published by the Proprietors, MORGAN BROTHERS (Publishers), Limited, at 28 Essex Street, Strand, London, W.C.2.—*Sept.* 19, 1936. [124/40]

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